

ARMY HOST



*Club and Community Activities
Management Directorate, TAGO*

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April-May 1980

Survey shows clubs important

WASHINGTON—62.9 percent of enlisted people feel that clubs are important with careerists viewing clubs more important than first-term enlisted people, according to an Army quality of life survey.

Over 65 percent of career enlisted people viewed club services as important while 60 percent of first-term enlisted people valued club services.

The survey was conducted by a Department of the Army Quality of Life task force which assessed people-related programs, including areas such as the commissaries, PXs, morale support activities, clubs and housing and duty stations.

According to the Quality of Life task force, readiness is the fundamental goal of QOL programs. The Army recognizes the negative conditions of service and "takes care of its own" by providing community environment and way of life.

See MWR, pg. 14

16-20 June Korea Workshop

YONGSAN, S. KOREA—Facilities design, food management, financial management, marketing, and labor management are five of the subjects to be discussed at a workshop for Army club managers in Korea from June 16-20 at the Naija Hotel Armed Forces Recreation Center, according to officials at the Korea Regional Office, Club and Community Activities Management Directorate, TAGO, sponsors of the event.

COL Lee C. Dickson, CCAMD, TAGO, Director will be a guest speaker and will discuss developments within the Army club system including policy changes,

See KOREA, pg. 14

180 expected to catch Spring FEVER

ROEDELHEIM, W. GERMANY—Nearly 180 club managers, including about 20 Air Force club managers, are expected to attend the 1980 USAREUR-CCAMD, TAGO, Continuing Education Seminar at the General Walker Hotel, Armed Forces Recreation Center, Berchtesgaden, W. Germany from May 27-31.

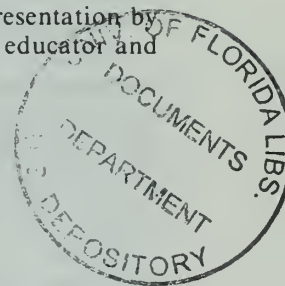
The seminar will offer instruction on facility design, inflation fighter menus, bingo, cordials, wine, menu planning and presentations by CCAMD Regional Office team chiefs.

MG James C. Pennington, the Adjutant General, will make the opening remarks and MG Thomas F. Healy, USAREUR DCSPER, will provide the Seminar's closing remarks. COL Lee C. Dickson, CCAMD Director, will update attendees on the future of Army clubs.

Another seminar feature will be a presentation by Don Smith, noted hospitality industry educator and former president of Shakey's, Inc. AH



Partial view of the General Walker Hotel, Berchtesgaden, W. Germany, site of the CCAMD-sponsored 1980 Fun, Entertainment, Value, Europe (FEVER) Seminar.



Inside

Beverages

Meat

Insurance

Food film

SQT

Hale Koa

IMCEA

Culinary Course

Kaiserslautern

NAF construction

Fort McPherson

Fort Rucker

Bad Kreuznach

Fort McClellan

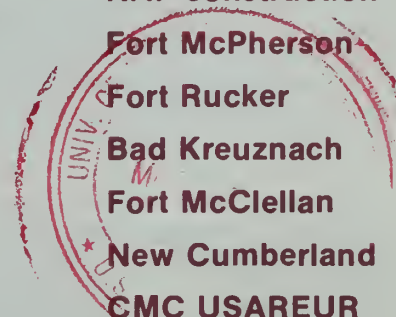
New Cumberland

CMC USAREUR

Korea workshop

Naija Hotel

Directorate move



Personnel

Miss at Arms has a ball bouncing

KARLSRUHE, W. GERMANY—SP4 Shirley Butler tossed around the idea of working in a club until it literally "bounced back."

Faced with the prospect of being a waitress or dishwasher and not knowing how to mix drinks, the slender young sewing enthusiast from Goldsboro, N.C. decided to be a master (or miss) at arms at the club.

"When I applied for the job, there was concern for my safety," Butler explained. "Some people felt I might get hurt. But it was pointed out that I'm a soldier and that I should have a chance. Now they know a woman can handle the work."

Butler doesn't mind working around people who are drinking. But there are a few things encountered on the job which bother her.

"People who are slightly intoxicated are one thing, but some guys are ridiculous. They come to the club... and for some reason want to fight," Butler stated. "I believe I've heard every approach and rap imaginable. They don't faze me anymore."

Butler said the key to keeping the club orderly is being able to snoop out potential trouble.

"The MA's try to spot trouble before it starts," Butler revealed. "Part of the MA's job is watching for those who might cause problems. The art is in catching them before it happens or develops into something



SP4 Shirley Butler is Karlsruhe Miss at Arms.

Butler isn't afraid of getting into a tight spot while working as a bouncer.

"I believe guys will think twice before hitting me," Butler stated confidently. "Of course I've been called names occasionally, but usually when I ask someone to do something, it gets done."

Butler, whose brother is also an MA at a military club in Giessen, said some men feel their manhood is challenged by her while others doubt her abilities.

"Sadly, there are still chauvinistic feelings and attitudes around," Butler said. "Some people still look to me as 'the little woman.' But I've backed up other MAs who were in trouble. I can handle it." AH

Adapted from "Karlsruhe woman is club bouncer" by W. Louis Bealle, staff writer for the 21st Support Command Support Sentinel.

Congratulations!

34 O OJ30's selected for E7

WASHINGTON, D.C.—34 enlisted club managers holding the specialty O OJ30 (Club Management) were selected for promotion to E7 by a recent Department of the Army selection board, according to officials at the Club Management Section, MILPERCEN. This represents 24.1 percent of 141 considered which compares favorably to a 24.3 percent overall Army E7 promotion percentage. Those selected are listed below along with their current assignments:

Fletcher H. Bass

(secondary Zone Selectee)

Franklin P. Cochiasoue

Daniel J. Driscoll

Jimmie D. Eckerty

Terrence H. Edwards

Don R. Fair

Larry L. Gennaccaro

Loren E. Haugen

Johnny J. Hicks

Alvin E. Holmes

Kenneth H. Irwin

Frankfurt, W. Germany

Ft. Stewart, Ga.

Seneca Army Depot, NY

Ft. Benning, Ga.

Ft. Rucker, Ala.

Giessen, W. Germany

S. Korea

Schweinfurt, W. Germany

Dugway Proving Ground,
Utah

Yongsan, Korea

Camp Zama, Japan

Jerome D. Jankowski

(secondary zone selectee)

Douglas W. Johnson

William J. Keys

John B. Lovett

Carlos M. Lujan

Alvin W. Macklin

Richard A. Maes

Wayne Massey

Jimmie C. Myers

Kelvin E. Newby

William R. Quinton

Virgil F. Reynolds

Diedre A. Rosier

Kevin P. Savoy

Joseph A. Schwartz

Hugh G. Shaw

Bobbie R. Smith

Robert D. Smith

William L. Turner

Eugene Woodward

Jay O. Yost

Jimmy Jones

(warrant officer accession)

AH

Worms, W. Germany

Mannheim, W. Germany

7th Army Training Center

Camp Humphreys, S. Korea

Ft. Hood, Texas

Aberdeen Proving Ground,
Md.

Kaiserslautern, W. Germany

Giessen, W. Germany

Ft. Campbell, Ky.

7th Army Training Center

Ft. Leonard Wood, Mo.

Wuerzburg, W. Germany

Ft. Benning, Ga.

Carlisle Barracks, Pa.

Wuerzburg, W. Germany

Baumholder, W. Germany

Ft. Hood, Texas

Giessen, W. Germany

Nuernberg, W. Germany

Fitzsimons Army Medical

Center, Colo.

Baumholder, W. Germany

Ft. Stewart, Ga.

Officer Specialty realigned

Community Activities Specialty created for club manager, community services management, morale support, and Army bands.

WASHINGTON—A more “viable and meaningful” restructuring of the officer personnel specialty will take effect Sept. 1, 1980, according to Department of the Army personnel officials.

The changes were made to improve the training and development of officers, support other Army initiatives, establish a new role for the S1 and G1, divide responsibilities, and make the specialty easier to manage, according to officials.

The reconfiguration created four groupings to handle personnel-related functions dealing with: programs (SC 41), systems (SC 42), and community activities (SC43). These three codes are further divided into “specialty skill identifiers.” Another code, SC 40, is for 05s and 06s in senior managerial positions at the installation and major command level which involve overseeing areas common to SC 41, 42 and 43. Examples of SC 40 positions are: deputy chiefs of staff, personnel and administration; and directors of personnel and community activities.

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SC41 is oriented on the G1/S1 human resources development grouping of functions and emphasizes personnel programs management as opposed to personnel systems management. Examples include: positions such as assistant chief of staff, G1, alcohol and drug control officer, or personnel staff officer at division, corps, major command or DA level.

SC42 is an accession specialty which embraces duties pertinent to management and operation of personnel and administrative systems. It involves positions traditionally associated with the Adjutant General's Corps such as: adjutant general; chief, personnel actions; installation adjutant; military personnel officer; and chief, administrative services.

SC43, Community Activities Management, is another accession specialty and is divided into four subcategories, or “specialty skill identifiers (SSI).” These include:

- *SSI 43A—Club Management:* encompasses positions concerned with planning, developing, and directing the operation and financial management of installation area club systems, including staff positions in the club management field.

- *SSI 43B—Community Services Management:* identifies positions concerned with planning, developing, and directing community services activities at installation and community level, includes responsibility for support of the Army and Air Force Exchange Service, Army Continuing Education and Dependent Education Programs, Army Emergency Relief, American Red Cross, Army Community Services, and local organizations and associations. Examples include: Army community services officer, and deputy DPCA for community services.

- *SSI 43C—Morale Support:* for positions concerned with planning, developing, and directing morale support programs of physical activities, libraries and community and skill development activities such as music and theater, recreation centers, and dependent youth activities.

- *SSI 43D—Army Band:* for positions concerned with overseeing military bands and training of band members.

Positions in the S1/G1 chain are predominantly aligned under Specialty Code (SC) 41; and positions in the MILPO AG chain are aligned under SC 42. As a rule, officer positions in a G1 section will be classified within SC 41 and officer positions in an AG section will be classified within SC 42 unless a functional analysis clearly indicates otherwise. As an example, a position within the G1 section which primarily involves managing the assignment system will be classified within SC 42. Positions with a principal position specialty 41, 42, or 43 will not have one of these specialties as a secondary position specialty code.

It is not envisioned that the specialties of Colonels or Lieutenant Colonels will be redesignated as a result of this change. MILPERCEN will review records of Captains and Majors currently possessing SC 41, 42 or 43 as one of their designated specialties to determine where redesignation is appropriate (e.g. the officer acquired qualification in positions which were previously classified in SC 42 but are now within the 43 (functional area), and will correspond with officers in these grades and specialties individually. Officers whose current designated specialties may be affected by these changes will be authorized, if they consider themselves qualified, to submit a letter to HQDA (ATTN: DAPC-OP) requesting specialty redesignation.

Formal notification regarding restructure of the officer personnel specialties was made to the field in US Army Military Personnel Center (MILPERCEN) letter dated December 3, 1979. Detailed descriptions of each specialty, as they will appear in Change 9, AR

See **SPECIALTY**, pg. 12

Herrington, Miles IMCEA officials

WASHINGTON—Don Herrington, Presidio of San Francisco Installation Club Manager has been voted President-Elect of the International Military Club Executives' Association while Nelson Miles, Fort Carson NCO Branch Manager has been elected First Vice

President. The elections took place at the IMCEA 1981 Annual Conference in Washington, D.C. Herrington and Miles will be instrumental in planning for the April 1980 IMCEA Annual Conference scheduled to be held in Colorado Springs, Colo. AH

Morale support job recording

WASHINGTON—Call AUTOVON 221-8804 or (202) 325-8804 for a listing of key civilian job openings in morale support activities.

Information is provided on positions as morale support officers, activity coordinators, program managers, directors, activity specialists to include sports, recreation, music, theater and arts, and other

related activities. It specifies the position, title, GS series, and grade, location, announcement number and closing date.

The caller can then submit a SF 171, letters of recommendation, supervisory appraisals, and-or an SF 50 to HQDA (DAAG-MSG), Washington, DC 20314. AH

Sergeants Major Academy board to meet

WASHINGTON—Senior active Army NCO's will be selected this summer to attend upcoming resident and non-resident courses at the U.S. Army Sergeants Major Academy (USASMA), a school which has seen an increasing number of OOJ's attending in recent years, according to MILPERCEN officials.

A DA board is scheduled to meet July 15 to select about 400 NCO's to attend resident classes starting in August 1981 and February 1982.

The board will also consider applicants for the non-resident course starting in April 1981.

The criteria for resident and non-resident courses vary somewhat, according to MILPERCEN spokesman. Only volunteers in Grades E7(P), E8, and E9 with a date of rank of Aug. 1, 1975, through July 21, 1979 will automatically be considered for the resident course.

Those who have previously declined a resident or non-resident course will not be considered again. Also, NCO's who have submitted an application for retirement will not be considered by the board for either program.

Those selected for the resident course may accept or decline the schooling, the spokesman said. Those who attend the resident course must serve at least 19 months after graduating. There is no service obligation, however, for NCO's completing the non-resident course, he added.

To be eligible for the resident course, NCO's must

have less than 23 years active service as of Sept. 1, 1981. This requirement may be waived for NCO's applying for the non-resident course.

According to the spokesman, the non-resident course used to take 2 years to complete. Because of some administrative changes, the course can now be completed in about 18 months.

Six soldiers started the non-resident course April 1, 1979 and graduated in February 1980, the spokesman pointed out, so it is possible to finish the course in less than a year.

Applications for the non-resident course are now being accepted, officials say. The application format is in appendix C, AR 351-1. Applications must be sent through channels to Commander, MILPERCEN, ATTN: DAPC-EPZ-HB, 2461 Eisenhower Ave., Alexandria, VA. 22331 and arrive before June 1.

Those wishing to attend either the resident or non-resident course should be sure their records and photographs are current. To review their microfiche, NCO's should write to Commander, USAEREC, ATTN: PCRE-RI, Fort Benjamin Harrison, IN 46249. Include name, rank, and SSN and the address the record is to be mailed to.

They can also write a letter to the president of the board on any matter they consider important in the consideration of their record. These letters should be sent to the President, DA USAMA Selection Board, c/o Commander, USAEREC, Ft. Benjamin Harrison, Ind. 46249 by June 15. AH

Disco supplement

WASHINGTON—A management supplement which answers some questions you've always wanted to ask about discotheques has been distributed to installation and area club managers by the Club and Community Activities Management Directorate, TAGO.

Called *Disco—A Management Supplement*, the

booklet provides information on such items as mobile discos, designing discos, procurement, costs, DJ performance, marketing and warranties. A list of discotheque design firms is also included.

If you don't have a copy, contact your installation or area club manager or your CCAMD, TAGO regional office. AH

Women soldiers enter club management field

by Rudi Williams

BREMERHAVEN, W. GERMANY—SSG Jo Anne Wilcox picked up a daily bulletin one day last May and read an announcement about an Army shortage of club managers.

The idea struck her fancy, so she did a little research and found out that she met all the prerequisites. She applied for club managers' school.

"I thought it would be challenging and interesting," said Wilcox, 30, of Augusta, Ga., "I even thought there would be a little glamor in it."

"I didn't know what to expect in school, but I knew it wouldn't be easy. And hard it was," added the former postal clerk with the 111th Adjutant General Detachment.

She became manager of the Northern Light NCO/ENL Club here when she returned from school in Munich last July.

Wilcox became the 11th woman club manager in Europe—and more are on the way.

For example, **Maureen A. Gray**, 22, of Salem, Mass., who is making history in the Army club business. She is the first private first class to be trained to become a club manager.

Gray has a lot going for her. She holds a degree from Essex Tech, Danvers, Mass., in restaurant management and culinary arts and has also studied consumer economics for a year at the University of Massachusetts.

She graduated on 2 May from the seven-week club managers course held at the Old Dominion NCO Club at Heidelberg.

Gray said she joined the Army to save money and get experience in food service. "I decided to look at the warrant officer branch but was turned down because I only had 19 months in the Army," she said.

"I was offered a slot in the club managers course, so I took it," she said. I will apply for a warrant after about a year."

Gray said the course at the Old Dominion is very concise and thorough. "I've been interested all the time," she said. "Normally in college you fall asleep. But not here."

"Everybody seems to think it's easy to run a club, but it isn't. You just can't walk off the street and become a club manager," she added. "There is much more to it than slinging hamburgers and mixing drinks."

Maybe Gray can take notes from the trials and tribulations of Wilcox. "I've never really felt like the manager," said Wilcox, "I put in the hours and try to do the necessary things a manager does. Sometimes I don't know if I'm successful or not because there are not many rewards in this business."

"The first month was like I was the head matron in an insane asylum. But in spite of everything, it's worth it. If it got any better I couldn't stand it," she said. "The



PFC Maureen Gray at work on the calculator during the Club Management Course. (Milia)

support wasn't what I expected and certainly not what I deserve. As a result, I realize that when I get boxed into a corner, I have to find my own way out because I'm the only one fighting for me.

"It got easier after awhile," she continued. "Some of the members realized the problems I was having and gave me more support. There were a lot of things I wanted to do for this club, but couldn't, so I just resolved to do the best I could with the resources I had."

Wilcox is now assistant manager of the club. **SFC Harris V. McCall**, 33, of Rowland, N.C., became manager in January when a civilian replaced him as manager of the officers and civilians club.

"Member complaints slacked off because they would see me here morning, noon, and night," Wilcox said. "They seemed to realize I was putting forth an effort... I think they appreciated what I was trying to do." Wilcox wanted to make the club more attractive and improve service, "because everybody wants a place to go to that has a little atmosphere. I wanted to make the club a nice place to go to for married people as well as single soldiers."

Her wishes may come true in a few months, but she won't be around to see it. "Renovations are in the mill, but the starting date keeps ping-ponging and I leave in July," she said. "I understand it's been three years or more since they started talking about renovating the club."

"It's too bad they're not going to enlarge the place because the club is growing," Wilcox said. "Bremerhaven used to be one of the best-kept secrets in the Army. Now the population has tripled. We need a bigger and better place because we can't get all the people seated on busy nights."

"I'd also like to do away with club cards. I think we'd have more business without them because the soldiers don't want to have to pay three dollars every month just to come in the door." **AH**

Williams is Bremerhaven Bureau Chief for Stars and Stripes, European Edition.

Marketing

Hale Koa vacation could be club bingo prize

HONOLULU—A vacation to the Hale Koa Hotel, Armed Forces Recreation Center may make an excellent club bingo prize.

Located on the beach at Waikiki, the Hale Koa is first-class with room rates that are lower than other on-beach hotels while maintaining one of the highest guest satisfaction ratings of any hotel in Hawaii.

Prizes of equivalent value at a nearby hotel could be substituted for those winning the Hale Koa vacation but not eligible to use the hotel. Hotel use is limited to active duty military and retired people and their dependents and those with DD Form 1173, DD Form 2, A, AF, N, MC, or CG)

Prior planning is important since reservations must be confirmed at least 30 days in advance of the desired date of arrival.

Hale Koa tours may include:

- Round trip air fare to Honolulu.
- Air conditioned rooms with private balcony.
- Lei greeting at airport with round trip ground transportation to and from the Hale Koa.

- Polynesian buffet and show.
- A variety of inter-island tours.
- Car rental.
- Hale Koa Luau.
- Golf privileges at three preferred courses.
- Color photos of guests.

A letter with information on how to make arrangements, along with a "Club Managers" Hawaii Promotion Planning Sheet" has been mailed to all installation and area club managers to assist in developing the Hawaii dream vacation.

Managers may also write the Hale Koa Marketing Department, 2055 Kalia Road, Honolulu, or call toll-free 800-367-6027 to obtain prices and other details about various tour packages that can be provided as part of your club's prize. The marketing department will send posters, brochures, and other promotional materials to assist managers in developing a Hawaiian theme around the bingo prize which could include Polynesian food and beverage specials and "Hawaiian Nights." AH

Meet first Hale Koa Hotel vacation winners

Meet LTC and Mrs. William A. Bower (USA, ret.). They were the first club bingo winners of a Hale Koa Hawaiian vacation. The dream trip, which included round-trip jet fare and 7 nights at the Army-operated hotel (located on the beach at Waikiki), was won at the Fort Myer Officers' Club, Va.

Although both were present at the bingo game on the winning night, LTC Bower confesses that Mrs. Bower held the winning card. "The hotel's accommodations and food were excellent," remarked LTC Bower, who added that the weather, food, and hotel combined to make their trip, estimated at nearly \$1,500, a "wonderful" experience. Fort Myer club officials said that the tour was easily arranged and that the trip was a more attractive bingo prize than cash or other incentives to lure bingo aficionados to the club. MDW managers plan to have another Hale Koa vacation bingo prize.

Club managers needing information on how they can arrange a Hale Koa vacation as a bingo prize should write to John Kay at the Hale Koa, 2055 Kalia Road, Honolulu, HI 96815 or contact **Ron Barnett** at CCAMD, TAGO. AH



Construction

DOD setting uniform MWR construction policy

WASHINGTON—Package beverage stores and clubs, except for consolidated clubs in overseas areas, will be built with nonappropriated funds, according to a Department of Defense policy proposal made to the Congress.

Appropriated funds may be used for all community facility construction related to the establishment, activation, or expansion of a military installation; relocation of facilities destroyed by acts of God, fire, or terrorism; and to correct safety deficiencies. Other projects OK'd for appropriated funds are: fieldhouse-/gymnasiums/physical activity complexes; recreation centers, day rooms/multi-purpose recreation facili-

ties; multi-purpose auditoriums/theaters; MWR administrative offices/supply centers; family assistance/service centers; child care centers; swimming pools; and libraries.

DOD has asked for Congressional comments on the new rules which are included in the fiscal 1981 military construction program, according to officials. The rules stipulate that commissaries will be built from surcharges. Only certain Exchange facilities will receive appropriated funding under the new rules. These include administrative/storage/maintenance facilities outside the U.S. and all laundries, dry cleaning plants, or similar facilities in support of a military mission, the officials added. **AH**

Army NAF construction program outlined

WASHINGTON—CCAMD now has a "single focal point" for central coordination and project management of all facility improvements which use nonappropriated funds. This branch allows for better coordination in the construction budget and project cycle, according to **MAJ Frederick Lee**, Chief, Facilities Branch, Club and Community Activities Management Directorate, TAGO.

Lee outlined Club and Community Activities Management Directorate's club construction program during a presentation at the International Military Club Executive's Association Annual Conference held here recently.

He said that there is about \$1.5 billion in MWR capital improvement requirements including about \$136 million in club capital improvement projections in the fiscal 1979-83 time frame, he added. "Twenty major club projects are underway for an estimated cost of \$22 million," Lee said.

Three types of capital improvement

He divided club capital improvement into three groups: non-structural renovation, major renovation, and new construction.

On non-structural renovation, Lee suggested that a club be refurbished an average of every 3-5 years. He described non-structural renovation as "profit maintaining and not profit producing." Too many non-structural renovation projects never get completed because they are part of a big scheme and these "simple" renovations often get postponed, Lee said. CCAMD, TAGO, designers are available and qualified to assist Army club managers in designing non-structural renovations by providing color renderings, floor plan arrangements, and specifications and samples for all furnishings and equipment.



MAJ Fred Lee, Chief, Facilities Branch, Club and Community Activities Management Directorate, TAGO, makes presentation on club facility improvement at the 1980 International Military Club Executive's Assn. Annual Conference.

Structural renovations are more difficult, he said. These renovations must consider the soundness of the structure before proceeding with the installation of furniture, fixtures, and equipment. He suggested that club managers contact facility engineers to examine the structure and determine what is involved in a planned major renovation.

In club construction, Lee said that 41 projects have been built or are in progress under a concept called "turnkey" whereby a project is awarded to a general contractor to design, construct, and equip a complete and useable facility. Turnkey allows for a contracting officer of the Central NAF Procurement Office to use a competitive negotiation procurement process on behalf of the installation NAF custodian.

New Department of Defense funding criteria for construction of MWR facilities (see related article in this issue) will allow better morale, welfare, and recreation facility planning, he added. **AH**

Rebuilding for people

CAMP CARROLL, S. KOREA—SFC Clyde Teeter has a goal: "To make everyone happy—give the club back to the troops—make it everything they want it to be and do everything I'm authorized to do for the club."

That's a big job.

But Teeter is converting a club that "looked like a barn with pillars and paneling" into a living, breathing club.

Beginning in November, Teeter's team, which included **Mr. Kim Sang Moon**, Korean Manager, **SFC Raymond May**, club Master at Arms, club employees, and the Korean Service Corps, went to work painting, papering and hanging in an effort that has paid off in accolades and personal rewards for all involved in the "self-help" re-make of the Camp Carroll NCO Club, part of the Taegu Area Club System.

Besides wall papering and walling off a dining area, Teeter's team covered the club's dining area's half-walls with "stone paper" while partitioning off a hail and farewell and private party area.

Next on the agenda was cleaning up and repainting the old yellowed kitchen wall and building a waitress area. The team also tackled the dining area, installing hanging lamps and a large exhaust fan in the entertain-

ment zone" cocktail lounge.

Business has "picked up" since the renovation according to Teeter, a 1965 Club Management Course graduate, who also reports that the club has added a better variety of entertainment, special evenings such as boss nights, and some USO shows.

The 22-year club veteran plans to keep moving to do "everything in his power for the club." He's now talking about building a new back bar with hanging mirrors and an over-hanging Spanish-style roof "just to give it a homey look."

The entire command seems to be sharing in the enthusiasm. "There's no way we could have completed all this without the complete backing of COL Herbert Jones, Installation Commander, LTC Ralph Sorenson, Deputy Installation Commander, and CSM Ralph Garcia," Teeter said.

Garcia said that Teeter was the "prime catalyst—the initiating drive—we needed to get the renovations done we've long desired."

MAJ A.A. Szurgyi, Taegu Area Club Manager also praised Teeter for not wasting time and getting the job done. "SFC Teeter had only been in charge 4 months and had already revamped the total club. He is a true professional." **AH**

Adapted from "Teeter rebuilds for his people," 19th Support Command The Command Review.

Myer adds party rooms

by Debby deVay

FORT MYER, VA—Two new party rooms opened at the NCO club here, ending years of planning, designing, and construction.

The rooms, with a seating capacity of 120, combine earth tones to enhance the natural brick and skylights of the room.

Club officials said they hope to draw more party business into the club and there already has been a "definite increase" in the number of parties held at the club since the room opened, the officials said.

The idea for the party rooms developed during a clean-up operation following a fire in the main ballroom in May 1974. At that time, many of the club's members were requesting space for private parties and wedding receptions. Military District of Washington facility engineers enclosed a patio to build the rooms which are conveniently located between the club's dining room and lounge. Sliding doors open onto a roomy patio. The colorful room is intended to evoke a "warm feeling" with skylights and blinds providing lighting on the darker exposed brick tones, according to Mary Ann Bailey, graduate of the University of Maryland School of Interior Design, who worked on the project.

Bailey, who works at the Club and Community Activities Management Directorate, TAGO, said that despite frequent limited club budgets, she tries to make the soldier feel at home by supplying durable products while not detracting from the aesthetic qualities of the club. **AH**



New party room at the Fort Myer, Va. NCO Club (inset) CCAMD's Mary Ann Bailey at her design table. Bailey, a graduate of the University of Maryland School of Design, worked with Myer facility engineers in designing room which has already boosted club party and other special function volume. (Snyder)

de Vry is a staff writer with the Military District of Washington Public Affairs Office.

Package Store Relocates

FT MONROE, VA—Ginny Luther, Package Store Manager, is the proud recipient of a singing telegram announcing the opening of a new package beverage store at Fort Monroe, VA. Monroe Installation Club Manager, **1LT Donald Van Pattan**, looks on. Luther now manages an operation twice as large in both retail and warehouse space as the previous operation. The conveniently located store features a variety of merchandising techniques and an enthusiastic, ready to help staff. It also features accommodations for the handicapped and a lounge area. The store is furnished with wall-to-wall carpeting, walnut paneling, and hanging plants. **CPT Dick Kubiak**, a Club and Community Activities Management Directorate Assist-



ance Specialist, worked with the Monroe club staff in opening the facility. **AH**

Eustis club renovation



Above renovations at the Fort Eustis Officer's Club. Skylight provides attractive ambience (left). Members enjoy newly renovated dining room.

FT EUSTIS, VA—Azaleas, planted during the club council work parties, provided the finishing touch to a long-awaited, \$540,000 renovation of the officers' club here.

Planning for the renovation began in 1977 with ground-breaking in September 1979, according to Eustis club officials. During the renovation, the ballroom, dining room, formal lounge, lobby, and four party rooms received a floor to ceiling face-lift with decorations in traditional Transportation Corps red and gold. Most of the rooms are decorated in a contemporary fashion except for the dining room which carries a Tudor motif, according to **William Franssen**, Installation Club Manager and one of the Army's top civilian club managers.

The club was re-built largely with locally generated



club funds along with a \$60,000 interest-free Army Club Fund loan.

MG Harold I. Small, Commander, U.S. Army Transportation Center and Fort Eustis, officiated at the March 7, 1980 ribbon cutting ceremony which included a complimentary buffet, wine tasting, and entertainment program, Franssen said.

The 1,350-member club has monthly sales of \$45,000, most of which are in the food area. Total club system Fiscal Year 1979 revenue was \$4.1 million. The officers' club renovation is the latest in a string of club renovations at this club system which included a new enlisted club, built in 1978, and a renovated NCO club at Fort Story, Va. Club officials are also looking at an extensive renovation of the main enlisted club, Franssen said. **AH**

McPherson club upgraded

FT MCPHERSON, GA—Soldiers of the 29th Engineer Detachment have been working hard to upgrade the Fort McPherson NCO Club. Carpenters, plumbers, electricians, and other craftsmen are installing new air conditioning, central heat, and improving decor to make the club more pleasant and brighter, according to **Gordon McNew**, Club Manager.

The work isn't only cosmetic; the main reason for the repairs is preventive maintenance and the installation of new equipment, which will be more effective in conserving energy.

"I'm sure the club patrons will find the casual bar a much nicer pit stop once it's completed," said McNew. "We're looking forward to getting it opened up and back into business." **AH**

The Congress

Daniel cites valuable, club role, self-reliance, problems

Rep. Dan Daniel (D-Va.), Chairman, Nonappropriated Fund Panel, Investigations Subcommittee, House Armed Services Committee, addresses the International Military Club Executive's Association Annual Conference.

(Ward)



WASHINGTON—Clubs play an important role in meeting the social and recreational needs of servicemen and women and if club managers do not meet their responsibilities, retention, and therefore national defense, will suffer, remarked Representative Dan Daniel (D-Va.), Chairman of the Nonappropriated Fund Panel, Investigations Subcommittee, House Armed Services Committee.

In a prepared statement on April 7, 1980, Daniel also told club managers assembled at the International Military Club Executives' Association, that they have the privilege of being professional soldiers and professional businessmen and women. He said that he was pleased to address a group that "gave their resources to those who volunteer their services." "You manage a service that has a value measured by the satisfaction your patrons, our servicemembers and their families, derive from it in relation to the price they pay for it." "As professional club managers, you have a responsibility to improve your skills and creative energies, to be motivated, and innovative," he said.

The military needs a force of skilled and efficient managers to improve club services, increase efficiency and economy, help build and retain a force of skilled and efficient employees, to install and use the best

modern practices and techniques, and help lead to a vigorous club and recreation support system for our military personnel.

He said that the NAF Panel is "convinced" that certain club functions can be standardized and that efficiencies of size can be gained. He suggested one DOD manual "consistent with the private sector hospitality standards." These regulations should be developed with input from club managers and with the true needs of the hospitality industry in mind, he said.

Referring to the NAF Panel's recent report on military clubs and package stores, Daniel said that it has long been the committee's desire to insure that "substantial" package store profits be put to use for the benefit of all morale, welfare, and recreation programs. He repeated the Report's finding that package beverage store profits be used to offset club capital improvements, construction, or certain administrative overhead expenses such as central accounting or personnel administration costs. "Separate fiscal operations of package stores and clubs will allow us to note individual club's strengths and weaknesses and thus better allow the direction of revenues where they are most desperately needed within the overall MWR system.

He said that the services cannot "dismiss the findings" and may "have a better answer" but warned that the "findings will not go away." "Someone will be looking over your shoulder, and no longer can the excuse be 'we've always done it this way.'"

"It must always be remembered that clubs are only one element in a well-rounded MWR program. A number of these vital activities—base gymnasiums, intra-mural sports, youth activities, and unit day rooms—have little, if any, ability to generate revenue. Yet these programs have their military constituency and, to many of them, such programs are extremely important.

"Military clubs should be as self-sufficient as possible, particularly those clubs in the United States. Except at remote and isolated installations, self-sufficiency should be an indicator of a club's need. This is a most cost-conscious Congress, requiring appropriations to be justified."

Daniel described today's club member as "more mobile, more critical, more sophisticated, and has more options for off-base entertainment." "This translates into a decline in overall patronage in the club system." This declining patronage, regulations, and labor and cost of goods increases are not "insurmountable obstacles." These challenges can be met by "innovative, energetic, and determined management."

AH

Training

USAREUR Club Management Course graduates 39

HEIDELBERG, W. GERMANY—Thirty-eight students graduated from the Club Management Course here recently, capping 7 weeks of instruction in administration, financial management, and food and beverage operations, according to **LTC Richard Ross**, Chief, European Regional Office, Club and Community Activities Management Directorate, TAGO.

The course was brought to USAREUR to assist in alleviating a shortage of trained club management personnel, Ross said. Of the 38 graduates, about 75 percent have worked in clubs in the past and about 50 percent are currently assigned to clubs.

MG Robert Haldane, USAREUR Chief of Staff, was the graduation speaker. Haldane expressed appreciation to the Army Institute of Administration for bringing the course to USAREUR and to USAREUR representatives who made arrangements for the course in conjunction with the CCAMD European Regional Office.

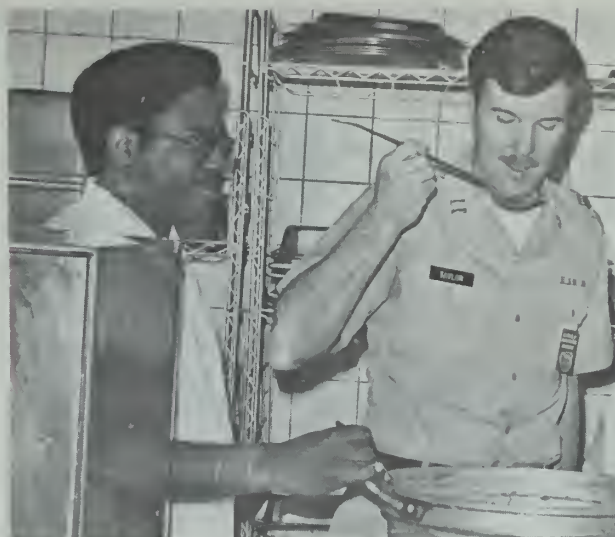
Instruction was provided by **CPT Larry Taylor**, Course Director, and instructors **MSG Raymond Blankenship** and **CW3 Gerhard Risse**. **Jim McCrindle** and **CW1 James Lancaster** assisted Risse in the food management portion of the course.

COL Frederick Pole, Deputy Commander, U.S. Army Administration Center, Fort Benjamin Harrison, Ind., presented course graduates with diplomas. **Robert Farinella**, a club management financial analyst with the ERO, CCAMD, provided instruction in financial management and **MAJ Jerry Hughes**, Chief, ERO Technical Assistance Branch, provided instruction in marketing. **James Tartari**, ERO management analyst, made a presentation on facility improvement.

USAREUR representatives also augmented course instruction with presentations by: **Henry LaLuz**, 7th Medical Command; **Jim Frederick**, USAREUR Class VI Agency; **Jim Mayer**, USAREUR Commercial Entertainment Agency; **MAJ Daniel Rothberger**, Army Claims Service; **Audace Prevetti** and **Ed Zoellner** on personnel; **MAJ Roger Sullivan** on NAF procurement; **MAJ Robert Vogt** on equal employment opportunity; and **MSG Drue Woods** on organizational effectiveness; and **CPT Donald R. Richart** on alcohol and drug abuse. USAREUR's **Ed Gonzales**, the course coordinator, provided instruction on USAREUR policy. **2LT Jo A. Skelton** was the class' distinguished graduate and **CPT(P) John F. Seymour** was the class leader. **SFC Charles R. Perry** was the class First Sergeant.

Ross pointed to the assistance of the Heidelberg Community including **COL R.L. Ray**, Deputy Commander; **ACM, LTC Chuck Miller**; **MSG Raymond Burnett**, NCO Branch Manager; **SFC Michael R. Bel-**

See CMC, pg. 19



SSG George Cherry (left) watches expectantly as **CPT Larry Taylor**, Director of the Club Management Course, US Army Institute of Administration, checks out one of the items for the student-prepared **Beef and Burgundy Night** at the **Patrick Henry Village NCO Club** in Heidelberg, W. Germany. Cherry is assigned to the Heidelberg Area Club System. Students received more hands-on training while preparing the club's **Sunday Brunch**. (Brown)

Attendees

SGT Benedicto V. Andrada
SP5 James M. Ayers
SSG Edward J.K. Barris
SSG Emilio Beauchamp
SSG Terry L. Becker
SSG Otis Byrom
SSG Howard L. Calvin
SSG George O. Cherry
CPT Richard J. Ciriello
SFC Norman L. Cohen
SGT Robert A. Cole
SSG Cletus J. Conard
Richard L. Dille
SP4 Maureen A. Gray
SSG Robert J. Hickey
SFC Edwin R. Langston
SGT Margaret L. Levine
SSG Harvey R. McNeil
SGT Larry C. Moore
SSG Gary R. Nelson
SSG Larry W. Norris
SFC Charles R. Perry
SSG Vernon S. Prince, Jr.
SSG Sidney L. Reynolds
SSG Robert D. Saxton
SSG Ronnie L. Saylor
CPL David E. Scruggs
CPT(P) John F. Seymour
SSG Lawrence P. Shook
2LT Jo A. Skelton
Vernon L. Stanley
SSG Bruce N. Taylor
SSG Larry Todd
Eve I. Toto
SFC Thomas L. Weekly
SFC Harry C. White
SSG Patricia G. Wise
Stanley V. Lien

Destination

Frankfurt, W. Germany
European Command
Karlsruhe, W. Germany
Berlin, W. Germany
Stuttgart, W. Germany
Darmstadt, W. Germany
Heilbronn, W. Germany
Heidelberg, W. Germany
Bad Kreuznach, W. Germany
Hanau, W. Germany
Vicenza, Italy
Karlsruhe, W. Germany
Munich, W. Germany
Kaiserslautern, W. Germany
Stuttgart, W. Germany
Frankfurt, W. Germany
Mannheim, W. Germany
7th Army Tng Ctr, W. Germany
European Command
Ansbach, W. Germany
Armed Forces Recreation Center
Kaiserslautern, W. Germany
Berlin, W. Germany
Hanau, W. Germany
Aschaffenburg, W. Germany
Bad Kreuznach, W. Germany
Goeppingen, W. Germany
Karlsruhe, W. Germany
Goeppingen, Germany
Nuernberg, W. Germany
Hanau, W. Germany
Mannheim, W. Germany
Zweibruecken, W. Germany
Heilbronn, W. Germany
Heilbronn, W. Germany
Berlin, W. Germany
Schweinfurt, W. Germany
Heidelberg, W. Germany

OOJ 30 Skill Qualification Test to begin in June

Three separate tests to gauge skill

FT HARRISON, IN—Soldiers' manuals for preparing OOJ 30s for the Skill Qualification Test (SQT) will be distributed to US installations, (one month later overseas), in June 1980, with testing beginning in the United States in December, according to OOJ SQT officials at the Army Administration Center here.

Notices for the test should be distributed in September 1980. "These notices tell OOJs what the test consists of and provide sample questions," said **MSG James E. Snodgrass**, NCO in Charge of the OOJ SQT.

He was quick to point out that the OOJ test is no ivory tower exercise. "We didn't have puzzle palace paper pushers develop this test or some civilian who ran a club in Canton Province, China in 1941; this test was prepared by qualified OOJs with recent experience in clubs and we received comments from 12 percent of OOJs on the test and the manual before we were finished," he added.

Under the plan, there will be two tests or "tracks." One test will be for OOJs assigned as club managers and the other is for those assigned to other duties such as assistant manager, branch manager or assistant installation club manager or area club manager. "We want to test according to duty position because we know how different the positions are that a OOJ may be occupying at any particular assignment," Snodgrass said.

The test is divided into three components, each of which must be completed before they move on to the next component, according to Snodgrass.

The first is the "job site" test.

The job site component is given by the immediate supervisor and is strictly performance-oriented. For example, one test requires the club manager to demonstrate ability on taking bar inventory.

After the job site part is completed, the OOJ takes the skill component which is knowledge-oriented. Here, they must know club management procedures, such as controlling labor expenses. The skill component is administered by a test control officer.

Next is the hands-on component. Snodgrass says that the OOJ won't be tested on how to take an M-16 rifle apart and put it back together in this test. "We will ask the OOJ about things that relate to clubs—like completing a sensitive food item inventory form.

How to prepare

Snodgrass developed the test and he provided advice to OOJs on preparing for it. He strongly suggests that OOJs "read the Soldiers' Manual." The SQT has been developed from the Soldiers' Manual, FM 12-OOJ3/4.

The manual will be distributed in June, according to Snodgrass and was cleared with the Club and Community Activities Management Directorate, TAGO, and the Army Training and Doctrine Command.

"We developed the manual so that the OOJ doesn't have to go to a reference library to look at several different publications. All the OOJ has to do is read the manual and become familiar with the subject matter in it," Snodgrass said. The SQT notice will provide sample test questions and tell the OOJ what he or she will be tested on, he added.

Passing score important

The SQT is very important to career development. While local waivers may be granted for promotion to E-6, E-7 and above, the passing score is 60 and the only people who can grant a waiver for promotion to those scoring under 60 are the DA promotion boards—nearly impossible, Snodgrass cautioned. "There is no authority for local waiver of a low SQT score below E-8 when competing for promotion to E-7 or higher," he added.

OOJ 40 test in 1981

Snodgrass says that OOJ 40s can expect to receive the notice and manual in June 1981 with testing commencing in December.

More information will be distributed to OOJ 30s and 40s as the test dates approach.

Soldiers who don't receive manuals or notification should contact their CCAMD regional office. **AH**

SPECIALTY, from pg. 3

611-101, were inclosed with the MILPERCEN letter. Implementing instructions on position and personnel classification will be contained in a DA Circular to be published in the spring of 1980 in conjunction with Change 9, AR 611-101. Effective date for implementation of changes will be September 1, 1980. MILPERCEN will notify those officers whose current designated specialty is affected by the restructuring. **AH**

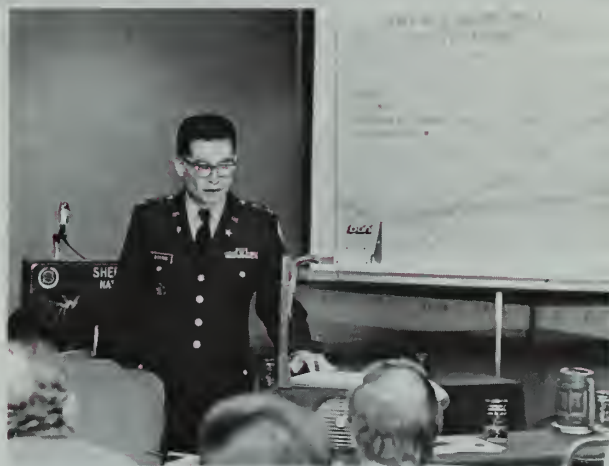
Fast payroll transfer needed

WASHINGTON—Central accounting offices are being urged by Department of the Army to become more timely when transferring payroll funds to the Central NAF Payroll Office at Red River Army Depot because late transfers have a negative ripple effect on associated NAF employee insurance and retirement programs

Delays cause the Payroll Office to have to fund the payroll for longer than good cash management dictates, say Army officials, and also cause the employee retirement and insurance plans to lose interest earnings. These plans are funded by employee and employer contributions which are in turn invested. If the Central Payroll Office does not forward the amounts of benefit deductions and employer contributions to DA quickly, the money cannot be invested quickly and interest is lost. Timely payments into the fund help keep rates low.

Central accounting offices must insure that their checks for payrolls reach the Central Payroll Office not later than noon on the Tuesday following the end of the pay period, according to DA Pamphlet 230-65-8.1.

IMCEA presentation



COL Lee C. Dickson, Director of Club and Community Activities Management, TAGO, provides presentation to Army attendees during the "Meet with the Chiefs" session at the recent International Military Club Executives' Association Annual Conference in Washington. (Ward)

First 1980 Club Management Course Graduates



(L to R) Row 1: 2LT Michael G. Brown, rtn to Ft. Leavenworth; 2LT Thomas E. Leechin to Europe; Monika B. Shaw, rtn to Ft. Leavenworth; 2LT Janet L. Williams to Munich, W. Germany; CPT Larry R. Taylor, Course Director; CPT Dick J. Powierza (class leader) to Kaiserslautern, W. Germany; CW3 Gerhard R. Risse, Food Phase Director; 2LT Gina M. Sgro to European Command; 2LT Carolyn L. Ragland to Vint Hill Farms; SP6 Gary D. Pepper to Ft. Ord. Row 2: 2LT Daniel Bolas to Ft. Sam Houston; 2LT Jose A. Guadalupe to Schweinfurt, W. Germany; SSG Jerry D. Pietz, rtn to Ft. Lewis; SSG John V. Withee to Wuerzburg, W. Germany; SFC Patrick R. Brisbin to Berlin; 2LT Peter A. Schoener to Giessen, W. Germany; SP5 Felix R. Burgos, rtn to Ft. Ben Harrison; SP5 Daniel K. Dickerson, rtn to Ft. Stewart; Mr. Richard K. Hocker; SFC Jesse L. Simmons, rtn to Ft. Lewis. Row 3: SFC James T. Allen; 2LT Willie C. Sherman to Tobyhanna; SSG Gary D. Havens to Arlington Hall; SSG Jimmie D. Eckerty, rtn to Ft. Benning; SSG David E. Blow to Korea; 2LT Edward E. Dworak to Mannheim, W. Germany; CSM(RET) Kenneth J. Merritt, rtn to Ft. Bragg; SSG John D. Holt to Europe; CW3 James D. Strickland to Aberdeen Proving Grounds. Row 4: 2LT Eric G. Flaxman to Ft. Belvoir; SSG Thomas H. Browne to Tobyhanna; SFC Donald R. Latimer to Alaska; Mr. John H. Nelson, Jr., rtn to Ft. Meade; SSG Eric D. Franklin, rtn to Ft. Monmouth; SFC Charles B. Wayne, Sr. to Bad Kreuznach, W. Germany; CW2 James Glover to Ft. McClellan; 1LT(P) John A. Bohichik to Korea; SFC Earl Milligan to Korea; Row 5: SFC Gerald Morgan to Baumholder, W. Germany; Robert D. Shadowens; SFC Lewis F. Baker to Ft. Bragg; SFC Patrick M. Roof to Wiesbaden, W. Germany; SSG Gerard H. Spaeth, rtn to Ft. Lee. Not pictured: Frederick Oates to Odgen.

Army club people at Air Force workshop

ELMENDORF AIR FORCE BASE, AK—Attendees busily prepare food decorations at an Air Force-sponsored training workshop at the Elmendorf Air Force Base NCO Club, Alaska. Twenty-two managers and service people from the Alaska Club System participated in sessions on customer service, motivation, training, and catering. Instruction was provided by CPT Lonnie Simmons, Air Force club management specialist, and Margaret Bonner, catering specialist with the Air Force Open Mess Training Team. **AH**



MUNICH, W. GERMANY—Munich has been called Weltstadt mit Herz or "World City with Heart." And it isn't easy to keep up with the quality of the establishments in this West German city, world renowned for its food, beer, and warm hospitality. But CW3 Wilhelm Krueck is trying... and, with the help of the Club and Community Activities Management Directorate, TAGO, he's experiencing success. Take a recent Munich Community Club-hosted symposium for example. Here, Krueck and staff served over 300



Munich University students, membership, and other symposium attendees with different menus. Then there is the revamped food program which now features beef and burgundy, a varied Mexican Specialty Night, and other membership pleasers. In photo, above left, Krueck and community club secretary, Ms. Echeverry discuss plans for a catering function and the club's headwaitress, "Hermine," lays out the new salad bar. Krueck is currently scheduled to leave the club for assignment as the Fort Harrison Officers' Club manager. **AH**

MWR, from pg. 1

Quality of Life is divided into two broad categories—living conditions and duty environments. The Adjutant General's Office is in charge of community life programs such as education centers, libraries, officers' and NCO clubs, skill development centers, gyms and recreation centers. These activities constitute a large part of the living environment side of Army quality of life.

Of those programs managed by TAG, the top ten, in order of importance were: postal service with 76.2 percent of enlisted believing this important; gymnasia, 75.8 percent; education centers, 75.8 percent; outdoor recreation, 72.3 percent; tuition assistance, 70.1 percent; libraries, 69.4 percent; GI Bill, 66.5 percent; arts and crafts facilities, 66.4 percent; arts and

crafts service, 63.9 percent; and club services, 62.9 percent. **AH**

KOREA, from pg. 1

personnel management, facility improvements, and other Army plans to improve the quality of clubs. LTC Thomas Higdon, Chief of CCAMD's Korea Regional Office, will cover club operations in the Western Pacific.

Financial management is the focus of the workshop with presentations by CCAMD's Priscilla Pazzano on budget preparation, financial statement analysis, and cash flow management.

This is the fifth consecutive year that the Korea Regional Office has provided on-going instruction for Army club managers in that area. **AH**

Beverages

Whiskeys continue decline against other spirits

The top 41 liquor brands

NEW YORK—Only 48.7 percent of liquor consumed were whiskeys which have continued their decline in the face of more popular vodka, gin, rum, brandy and other, according to the latest Business Week annual sales survey of brands retailing more than 500,000 cases in the U.S. in 1979.

Industry is also reporting that the expanding market of older drinkers is not switching from light wines to alcoholic beverages but from red wine to white, according to Business Week.

Past trends from bourbon and blends to the "more prestigious" Scotch and Canadian types seemed to reverse as Scotch, as a category, lost market share and Canadian whiskey leveled off, it was reported. **AH**

Rank	Brand	Sales (thousands of cases)		Change Percent	Marketer	Type
		1979	1978			
1	Bacardi	7,200	6,200	16.1%	Bacardi	Rum
2	Smirnoff	6,300	6,150	2.4	Heublein	Vodka
3	Seagram's 7 Crown ..	6,100	6,200	-1.6	Seagram	Blend
4	Seagram's VO	3,825	3,875	-1.3	Seagram	Canadian
5	Canadian Club	3,625	3,675	-1.4	Walker	Canadian
6	Jim Beam	2,825	2,750	2.7	Beam	Bourbon
7	Popov	2,800	2,250	24.4	Heublein	Vodka
8	J&B	2,600	2,650	-1.9	Paddington	Scotch
	Seagram's Gin	2,600	2,350	10.6	Seagram	Gin
10	Gordon's Gin	2,525	2,600	-2.9	Renfield	Gin
11	Canadian Mist	2,425	2,300	5.4	Brown-Forman ..	Canadian
12	Windsor Supreme ...	2,400	2,475	3.0	National	Canadian
13	Dewar's	2,300	2,200	4.5	Schenley	Scotch
14	Jack Daniel's	2,200	1,875	17.3	Brown-Forman ..	Tennessee
15	Gilbey's Gin	2,000	2,225	-10.1	National	Gin
16	Cutty Sark	1,975	2,150	-8.1	Buckingham ...	Scotch
17	Black Velvet	1,950	1,900	2.6	Heublein	Canadian
18	Early Times	1,700	1,800	5.6	Brown-Forman ..	Bourbon
19	Johnnie Walker Red ..	1,675	1,675	—	Somerset	Scotch
20	Ancient Age	1,650	1,675	-1.5	Schenley	Bourbon
	Gordon's Vodka	1,650	1,650	—	Renfield	Vodka
22	Kessler	1,625	1,725	-5.8	Seagram	Blend
23	Beefeater	1,600	1,550	3.2	Kobrand	Gin
	Christian Bros.	1,600	1,575	1.6	Fromm & Sichel ..	Brandy
25	Ten High	1,500	1,475	1.7	Walker	Bourbon
26	Kamchatka	1,400	1,450*	-3.4	National	Vodka
27	Calvert Extra	1,375	1,475	-6.8	Seagram	Blend
28	Fleischmann's Gin ...	1,350	1,375	-1.8	Fleischmann ...	Gin
29	Gilbey's Vodka	1,325	1,400	5.4	National	Vodka
30	Kahlua	1,300	1,100	18.2	Walker	Specialty
31	Southern Comfort ...	1,225	1,150	6.5	Brown-Forman ..	Specialty
32	Chivas Regal	1,100	1,050	4.8	Seagram	Scotch
33	Imperial	1,050	1,175	-10.6	Walker	Blend
	Wolfschmidt	1,050	1,175	-10.6	Seagram	Vodka
35	Fleischmann's Pref'd ..	1,000	1,075	7.0	Fleischmann ...	Blend
	Old Grand-Dad	1,000	1,050	4.8	National	Bourbon
37	Lord Calvert Canadian	975	1,000	2.5	Seagram	Canadian
	Old Crow	975	1,075	-9.3	National	Bourbon
39	Crown Russe	800	875	-8.6	Seagram	Vodka
	Schenley's Vodka	800	825	-3.0	Schenley	Vodka
41	MacNaughton's	775	800	-3.1	Schenley	Canadian
	Old Charter	775	775	—	Schenley	Bourbon
	Tanqueray	775	700	10.7	Somerset	Gin

Data: BW survey and estimates of retail sales, rounded to nearest 25,000 mixed cases, based on data by Clark Gavin Associates, Inc.

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Canned Vodka?

WASHINGTON—Problems in Afghanistan and elsewhere have worked to the benefit of some non-Russian vodkas as Monsieur Henri Wines, Ltd., importers of Stolichnaya vodka has taken down its billboards in Miami advertising the Russian stuff. Also, producers of domestic and Chinese vodka are reporting increased sales. **AH**

Beer and water please

PHILADELPHIA—Ortlieb beer is pretty popular in these parts but the fourth-generation owner, Joseph Ortlieb doesn't want to detract from the "working-man's beer" tradition of the company—so, for those who like light beer, he's handing out bottles of carbonated water to mix with Ortlieb's. **AH**

Financial

CIP interest rates top money market rates

WASHINGTON—Army Central Investment Program (CIP) interest earnings during third quarter, FY 80 are exceeding current money market rates. The CIP expects to pay a minimum of 13 percent to depositors for quarter ending 30 June 1980.

Money market rates are currently fluctuating between 9½-10 percent. NAFI custodians should consider advantages of placing new money with the CIP. The CIP expects to exceed money market earnings indefinitely as market interest rates decline. AH

Advance payment of AAFES bills could mean savings for MWR activities

WASHINGTON—Installation morale, welfare and recreation activity managers should get with the central accounting office and the Army and Air Force Exchange Service to see how purchase procedures can be modified to take advantage of the possible savings from the AAFES prompt payment and advance payment programs, according to procurement officials at the Club and Community Activities Management Directorate.

AAFES offers good discounts (depending upon the item and geographical location) on their procurement fees if the MWR activity doing the buying pays quickly or in advance. For example, clubs in Europe can save nearly four percent off of the procurement fee for institutional-use supplies by paying in ad-

vance. In the Pacific, the saving is only three percent and in the States clubs can save two percent for those items by paying in advance. Overseas MWR managers can save four percent on beverages when payment is made in advance.

All of the details on savings can be found in AAFES Exchange Service Bulletin No. 522 (65-24).

Advance payments should be made to cover anticipated purchases from AAFES for the coming month.

Of course, these programs may not work for your particular MWR activity if you have cash flow problems, low volume, or it is more lucrative to invest cash in the Central Investment Program or elsewhere instead of tying up cash at AAFES to realize the discounts, the officials cautioned.

MWR managers are urged to get together with their installation AAFES representative and the CAO to see if AAFES prompt or advance payment discounts are administratively viable and, if so, cost effective. AH

NAFISS Budget Module Proposed

WASHINGTON—An addition to the Nonappropriated Fund Information Standard System (NAFISS) to allow for preparation of automated, consolidated operating and club operating budgets is being developed for implementation in Fiscal Year 1981, according to officials at the Club and Community Activities Management Directorate, TAGO.

The new optional system must be requested and should allow automated roll-up of budget and various other reports from the general ledger accounts module to activity, activity to annex, annex to fund, and fund to installation.

Currently, managers manually prepare these budgets and furnish them to CCAMD, TAGO.

Officials hope that the budget module will provide a service that the former manual system could not provide, a step toward transforming NAFISS from a bookkeeping system to management information system.

A feature of the new system is expected to be the "Performance Analysis Report" which is expected to

include:

- Actual amount and percentage of total revenue for each month in the current year.
- Budget amount and percentage of budget total revenue for each month.
- Prior year amount and percentage of prior total revenue for each month in the prior year.
- The flexi-budget amount and percentage of actual total revenue for each month in the current year.
- A variance between actual and budgeted.
- Comparison between actual and prior year.

A trend budget will provide managers with a projection of sales by comparing past performances with current performance. Another report will allow the manager to compare six important ratios with Army-wide averages.

Plans are to use standard budget forms for computer input to help managers understand the system.

The module was mailed to NAF custodians for evaluation and suggestions prior to programing and implementation of the new system. AH

Insurance

July is medical/life insurance open season enrollment

WASHINGTON—Regular employees of nonappropriated fund activities (other than AAFES) will have a chance to obtain low cost comprehensive medical and life insurance coverage or life insurance during July if they did not enroll when first employed, according to the officials at the Adjutant General's Office.

Over 8,200 of the nearly 12,700 eligible employees have chosen to participate in the TAGO-sponsored life insurance program while over 5,200 of the 12,700 eligible employees have opted to be covered by the medical program, according to **Charles Sandlin**, an operations officer in the TAGO NAF insurance office.

Both the medical and insurance programs are added benefits for NAF employees, said Sandlin.

Only "regular" NAF employees can participate in the Army NAF Group Insurance Plan, Sandlin said. Indefinite NAF employees working at least 25 hours per week are considered "regular" employees, he added. The employee must be a US citizen or a wife or child of a US citizen, or a resident alien living in the United States.

Insurance coverage

The NAF activity matches each dollar which the employee contributes to the insurance program. The cost is 46¢ for each \$1,000 of coverage. The death benefit is twice the employees annual pay at death rounded to the next \$1,000. Accidental death doubles the amount of insurance, Sandlin said. When an employee leaves a NAF job, he or she has the option of continuing participation in the life insurance program by converting to an individual policy.

Medical coverage

July also gives employees a chance to participate in the TAGO-sponsored group medical plan. Under this plan, monthly premiums are also shared dollar for dollar by employee and employer, Sandlin said.

Employee monthly contributions are:

	High Option	Low Option
Family Coverage	\$31.20	\$15.30
Single Coverage	\$23.10	\$11.50

Maternity benefits are now included in both single and family coverage.

Medical coverage continues to eligible retiring employees on or after age 62 at no cost until the retired employee is eligible for Medicare or reaches age 65, whichever comes first, Sandlin said.

If an employee is already enrolled, July is the month to change coverage or add dependents.

Both medical and insurance programs are completely voluntary, Sandlin said.

All of the changes which employees elect to make during July take effect on September 1, 1980.

Deductions for both the insurance and medical plans are made by the servicing NAF payroll office.

Managers should inform employees of their benefits under these programs and allow them opportunity to make changes during the month of July.

More information on the open season and the medical and life insurance programs should be available from installation NAF Civilian Personnel Offices or the Group Insurance and Retirement Plans Office P.O. Box 107, Arlington, VA 22210, AV 223-1280. AH

Kinds of expenses	High option pays	Low option pays
Maximum benefit	\$250,000 per person plus automatic annual restoration of \$2,000 per person per calendar year.	\$25,000 per person
Covered expenses in any calendar year in excess of \$10,000	100%	80%
Hospital Room and Board (Semi-private) and Other Hospital Expenses	100% of the first \$2,000 of covered expenses in each calendar year then 80% of the balance	100% of the first \$500 of covered expenses in each calendar year then 80% of the balance.
Surgery and maternity	100% of the first \$1,000 of covered expenses then 80% of the balance	80% of covered expenses
Other medical expenses (\$50 deductible under high option plan) (\$100 deductible under low option plan)	80% of covered expenses after a \$50 deductible for each calendar year period	80% of covered expenses after a \$100 deductible for each calendar year period

Club Happenings

Carroll Award winner

Gorman turns it on at Carlisle Barracks

CARLISLE BARRACKS, PA—CW2(P) Rich Gorman, installation club manager displayed the same qualities here in 1979 that have made him winner of the James A. Carroll, Jr. Award for Club Management Excellence for the third consecutive year.

The enthusiastic support of membership was manifested in the presentation to Gorman of a plaque commending him for operating the "best officers' club" in the Army from the US Army War College graduating class. Gorman, a 1977 graduate of the Executive Club Management Course, won the membership's respect through a dynamic program of providing quality club services to his members as well as initiating new programs which resulted in an increase of over \$133,000 in sales and \$55,000 net income from 1978 to 1979.

His list of promotional achievements is long and dignified by quality at each of the events. He initiated a disco dance instruction class in the officers' club on Friday nights instead of a band, thus providing a profitable evening for the club and an enjoyable evening for club members. Catering was improved through elegant decor in the form of table draperies, flowers, greeneries, water fountains, and candelabra.

Drool Sergeants

KAISERSLAUTERN, W. GERMANY—Give me an A, give me an R, give me an M, give me a Y—What's that spell?—Who cares?—look at these girls! Talk about a morale booster—

Eight cheerleaders from the Dallas Cowboys cheerleading squad pose for camera buffs during a brief stopover at Miesau Army Depot's NCO Club during a March tour of US Army Europe. They signed autographs and posed for soldiers before moving on to Landstuhl to perform a song and dance show. From left to right are Suzette Scholz, Kim Kilway, Teri Richardson, Debbie White, Jill Wagner, Kim McKenney (front left), Sherrie Worthington and Syndy Garza. **AH** (Brailsford)



CW2 Richard Gorman (left) discusses the day's menu with two club employees, Geraldine Schneider and Richard Myers.

Gorman appealed to retirees by offering a reduced membership cost for those over 60. A giant TV screen and the introduction of buffet dinners and "home-cooked" luncheons helped boost sales 20 percent and profits 16 percent in one year.

Other club system features, contributing to the club system's results, were family buffets, international menus, live lobster dinners, barbecues, Spanish paella, and peel-a-shrimp dinners. **AH**



Born again

BAD KREUZNACH, W. GERMANY—The club system here has completed a renovation program involving a lot of time and management effort along with \$125,000.

According to **MAJ Doug Holtz**, Area Club Manager, the enlisted Century Club was the focus of the club improvement program. There, the lobby was paneled and painted, restrooms renovated, and new carpeting and drapes were installed. The club's NCO lounge was wallpapered and painted and new air conditioning, bar, and kitchen equipment installed.

The club also received a \$20,000 recorded entertainment system complete with a dropped ceiling, 25 X 30 foot dance floor, console, mirrors and stage.

The Century Club originally opened in March 1955 and the club staff thought it appropriate to have a "25th year re-dedication." During the ceremony, BG Robert W. Riscassi, 8th Infantry Division Chief of Staff, cut the ribbon for members to enter the club where they were greeted by refreshments, music, and free food that included a 3 X 6 foot, 65 lb. birthday cake.

Meanwhile, the Nahe Club received a complete going-over with a new lounge getting rugs, drapes, wallpaper, paneling, disco mirrors, lamps, cocktail tables, and swivel chairs, Holtz said. The club's party room was refitted with rugs, curtains, wallpaper, and paint while five lead crystal chandeliers grace the main ballroom. Club managers are now planning to install a new kitchen in the consolidated club at nearby Dexheim.

Holtz attributed the club improvements to the work of his two branch managers, **MSG Claude Hawkins** and **CW2 Lee Hicks**, who have recently completed



Club member is served roast beef sandwich by Shedrick Evans at Century Club's 25-year Anniversary. (West)

their tours at Bad Kreuznach. "I know the soldiers and families of the Community appreciate their efforts," he added. **AH**

Directorate move set

WASHINGTON—During June, the Club and Community Activities Management Directorate, TAGO, is scheduled to move from its present location in the Forrestal Building to the Hoffman Building in Alexandria, VA. Information and telephone numbers will be distributed to club and other NAF activity managers when firm, according to Directorate officials. Although the Directorate's physical location has changed, the official mailing address remains HQDA(DAAG-CM), Washington, D.C. 20314. **AH**

Glad you asked

Retirement

Why doesn't all the cumulative retirement appear on the earnings and leave statement which is issued to each NAF civilian employee from the Red River Army Depot Central Payroll Office?

When employees retire or terminate, they will receive all of the retirement money due them. Although all accumulated retirement contributions don't appear on the leave and earnings statement, a complete history of employee and employer retirement contributions is registered at the Office of The Adjutant General. Because the Central Payroll Office was started after the TAGO-operated retirement program, contributions made after the NAF activity came under the central payroll system are on the leave and earnings statement.

An extensive NAF management information system (MIS) design effort is currently underway at TAGO. A major part of this project covers the group insurance and retirement data stored and processed by

TAG's computer. The new system will provide an updated, audited account of all retirement contributions. In addition, the design will provide for an interface between TAGO and Red River Army Depot computers. In the meanwhile, all retirement data is on record at TAGO should an employee retire or withdraw from the program. Questions should be addressed to Charles Sandlin, AV 223-1280.

CMC, from pg. 11

kiPatrick Henry Village NCO Club Manager and CW3 Detrick Spille, as ASB manager.

Dignitaries attending Club Management Course-sponsored functions included LTG Pat W. Crizer, DCINCUSAREUR; MG Thomas F. Healy, DCSPER, USAREUR & 7th Army; BG William G. O'Lecky, Commander, 1st PERSCOM; and COL John H. Richards, Jr., ADCSPER. **AH**

One potato, two potato...

NEW CUMBERLAND ARMY DEPOT, PA—Several new and unique items now grace the menu at the NCO club here. Members can now try “Meal-in-a-Peel”—a huge baked potato with a choice of seven toppings. Also featured on the beefed-up menu are belly-buster hamburgers, stack ’em high sandwiches, chicken, shrimp, and hamburger steak dinners. The new menu additions were the work of Manager **John Turnbull** and **Mike Lynch**, club assistance expert from the Club and Community Activities Management Directorate, TAGO. Menu items are aptly labeled after employees and one honoring Turnbull is called “Hamburger the Terrible.” **AH**

DPCA Seeks Feedback

FT EUSTIS, VA—Small, white post cards have been placed at handy spots around this installation in an effort by the Directorate for Personnel and Community Affairs to gauge popular opinion on activities such as personnel offices, PXs, clubs and recreation services activities.

SGM W.L. Atkins, on the receiving end of the surveys, reports that the DPCA office has received over 1,000 cards since the recurring survey began. . . and not all bad. Some customers are pleased with the services they received and want to let the DPCA know about them, according to Atkins. “About 75 percent are favorable.”

“We’re providing the individual with the opportunity to write his or her thoughts down at the very moment he or she is served,” Atkins said. “This way we and the service organization’s management get feedback from those they serve. The majority of these cards have been very good and constructive.”

Atkins noted that the cards have often changed the attitude of DPCA people providing services. “The customers have a recourse for complaints. The people serving them are going to make more of an effort to make sure they’re satisfied. I think you’re going to see a vast improvement in services provided.” **AH**

Country and western disco

WASHINGTON—A South Dakota discotheque has a unique theme for its country and western discotheque.

The DJ booth is a converted 18 wheeler (minus the engine) and the dance floor is designed like an interstate highway, complete with road lines and neon road signs reading “soft shoulders,” “curves ahead,” “front end only,” and “no parking.” **AH**

Magazine features Dickson McKenzie interview

WASHINGTON—Look for an interview with COL Lee C. Dickson, Director of Club and Community Activities Management, TAGO and SGM George McKenzie, Senior Club NCO, in the March April issue of the Club and Food Service Magazine. **AH**

High noon

FORT RUCKER, AL—The Fort Rucker Officers’ Club recently served over 1,200 people at brunch as Rucker club officials challenged other Army club managers to beat their Sunday total. The club, which has about 3,000 members, has annual food sales of over \$670,000. **AH**

USAREUR clubs have their own Elvis sound-alike

HEIDELBERG, W. GERMANY—Ken Rondell hasn’t had plastic surgery nor does he attempt to impersonate Elvis, but he moves through the audience with gymnastic ease, decked out in his blue satin jumpsuit, studded with rhinestones, passing out flowers and kissing ladies at US Army Europe clubs.

Rondell, actually SP4 Kenneth Winkles of the USAREUR Honor Guard, is the lead singer of the Country Rock Review, a popular show on the USAREUR club circuit.

Rondell said his voice developed over the years and started to sound more and more like Elvis. “Now I’ve done it so long I don’t know if it’s natural or not,” he says as clubs turn people away from their doors. “I love the show,” said one female admirer. “This is my second time seeing the show. He’s fantastic. I can’t wait to write home and tell my sister about him . . . she’d die . . . she has every Elvis album made . . .” **AH**

DJ plus entertains Bragg troops

FORT BRAGG, NC—Instead of having a DJ just spin records, the Fort Bragg installation club system has gone one step further.

Popular disco songs are played at the All-American NCO Club just like at normal discos, but occasionally, throughout the show, DJ Daniel Walington (better known as Gator Slim), plays instrumentals along with the discs while Sylvester Day beats the drums. They are backed up by two female vocalists. “It almost sounds like a real band,” says Walington. **AH**

Adapted from “Rockin” with Gator Slim by Julie Tuionuu, Fort Bragg Paraglide staff writer.

Carroll Award Winner

Kaiserslautern club boosts member programs

KAISERSLAUTERN, W. GERMANY—Losing \$17,000 in 1977, the Vogelweh Officers' and Civilians' club reversed itself under the leadership of **SFC Edwin Ramseyer**, 1979 co-winner in the NCO Carroll Award category, turning the club into a profitable operation with strong member programs and aggressive capital improvement plans.

The Vogelweh club serves the entire Kaiserslautern military community which includes Headquarters, 21st Support Command, Headquarters, US Air Force, Europe, NATO units and other large organizations, demanding much from the Kaiserslautern Club System.

Ramseyer's programs have included two-for-one specials, Italian fish and fowl, surf and turf, Alaska king crab and king crab legs, steak and brew, Mexican and other specials with a la carte dining.

The club also has increased banquet business by expanding banquet offerings and improved marketing.

Ramseyer, a 1978 graduate of the Executive Club Management Course, gets personally involved with the club programs and works extra hard to ensure success.

The club boasts annual sales of nearly \$900,000 of which over 75 percent is in the food department.

Ramseyer believes in a strong employee training program, a program that has paid off in both member and employee satisfaction.

With strong programs and a profitable operation, the club is now able to maintain regular quarterly loan re-payments of \$6,000 while redecorating the club's interior. **AH**



Some of the staff at the Vogelweh Officers' and Civilians' Club—ready for action at a command function.



Ramseyer stands behind club seafood display which he personally prepared for the Kaiserslautern Annual Cooks' Ball.



Vogelweh Officers' and Civilians' Club VIP room; capacity 125.



Vogelweh Officers' and Civilians' Club main ballroom.

Food

When too many cooks don't spoil the broth

More and more club cooks join the "long white line" as Culinary Course emphasizes hands-on training and food management classroom instruction.



The long white line.

PATUXENT RIVER NAVAL AIR STATION, MD—The scene is a tiny hamlet in southern Maryland on Chesapeake Bay. The town is Lexington Park. The location: The Naval Air Station at Patuxent River, MD. Lined up at the gate, awaiting admission to the base is "the Long White Line", 20 cooks, chefs and food managers from military clubs of the four branches of the Armed Forces. Their destination is the Armed Forces Culinary School, located in the Navy Special Services Administrative Activity facility, about a half mile inside the gates of the base. The school is new and the equipment thoroughly modern; the course—two weeks in duration—is taught ten times a year by two chef/instructors who, together, boast over fifty years experience in the culinary arts. One of these has had over thirty years in military foodservice and has directed club food operations boasting over \$2-million annually.

Says Jim Shoemaker, Head, Open Mess Training Unit at NSSAA: "What we have here is not your ordinary kind of food management course. The purpose of the AFCC is to provide military club foodservice personnel with advanced training in the culinary arts . . . training that will upgrade their skills and make them even more aware of the importance of quality food service in clubs. Quality . . . that's the byword at this school . . . but we don't ignore the food budget, either."

The proof, according to Jim, is in the eating. Already, since the course was instituted in 1977 under the directorship of Ted White, Mr. Military Club himself, nearly 400 military chefs, cooks, club



Chef Jim Crow, Course Instructor, demonstrates his renowned culinary talent to students by showing them how to prepare slow-cooked roast beef.

managers, and food managers, male and female, have been trained under the AFCC program.

The program of instruction is unique in the field of hospitality education in that the emphasis is on “doing it yourself”. Over 75 percent of the instruction is on the “hands-on” type; people doing things themselves, instead of watching and listening to others do

Units of instruction cover . . . quality meat, fish and poultry, costing and pricing the menu, how to receive, store, issue foods and food supplies . . .

them. Menus are prepared in advance for the entire two weeks by the chef/instructors Jim Crow and assistant Joe Landis. The students not only cook but consume what they prepare. Following each meal in the school dining area, a critique of the meal is conducted, with students voicing their own opinions as to the quality, quantity, appearance, taste, and texture of the meal. After the meal, it's out to the kitchen again for “cleanup” . . . this means managers who attend, as well as the cooks, bare their elbows and get right into the pot sink and the dishwashing unit.

Classroom instruction is varied but relevant. Units of instruction cover such subjects as the recognition of quality meats, fish and poultry, costing and pricing the menu, how to receive, store, issue foods and food supplies, proper purchasing methods, and food costs and production controls. In the words of one manager, a graduate of one of our finer culinary arts schools: “This course compresses most of what is important in the food management area from two years into two weeks. You really have to keep your eyes open and be ready to put in long hours to get the maximum benefit from it.”

The chef/instructors are often aided by the teaching staff of NSSAA. Occasionally, a prominent



Chain saw breaks the ice for ice carving.



Preparing snack sandwiches is time consuming—but, when the banquet rolls around—students find it takes no time at all to consume. (photos by Parks)

chef, food manager or maitre d'hotel from the greater Washington, DC area is called in to do a demonstration or to give a few tips on how quality standards are maintained in some of our more popular civilian operations. These might include anyone from the wine steward at President Eisenhower's old country club to the chef at the White House. In addition, for each class a field trip is planned during which students actually have a chance to see a large military or civilian food operation functioning.

. . . we don't ignore the food budget . . .

One thing evident to all who have observed students at AFCC in action is their spirit of camaraderie—cooks and managers alike seem to feel a sense of brotherhood and obligation to help one another. For many, this is their first contact with members of another branch of the Armed Forces; but, no matter, shortly after the first day of school ideas are being swapped randomly; the “old-timer” in the kitchen is showing the club manager how to hold a French knife and chop an onion; managers are sharing their experience in food cost control techniques with the cooks. An Army club food manager from an installation in Hawaii is telling the class how they present a Luau at his club; out in the kitchen, a native-born “swabby” from the Philippines is fashioning beautiful floral arrangements from fresh fruits. While all this is happening, the chef/instructor and his assistant hover about, ready to offer advice and provide assistance to anyone who needs it. This feeling of mutual trust extends beyond the school day, too. After hours, when study assignments have been handed out by the chef/instructor (yes, there's homework, too!), it's not an unusual sight to see half a dozen or more students gathered together in the rec room at the BOQ or BEQ sharing classroom notes,

discussing the day's activities, or just "batting the breeze" about how they do things at their clubs.

What all this leads up to is the graduation banquet. So far, over 25 classes have been conducted and a tradition has been established that says each succeeding class must try to outdo the preceding ones in their presentation of the graduation banquet, an event at which prominent representatives from the Army, Navy, Air Force and Marine Corps will be in attendance. This can be a formal or semi-formal buffet, sit-down dinner or specialty function. Shortly before the end of the course, the chef/instructor sounds out the students to get their ideas on what kind of theme might be created for the event. Once this is established, the menu takes shape and students are assigned to projects that will make the event memorable, both to them and to the guests who attend. For several days prior to the graduation the place is humming . . . some cooks are preparing galantines, canapes, and hors d'oeuvres, others are working diligently on art pieces fashioned from tallow or marzipan, and still others are busy chopping and chipping at blocks of ice, creating intricate ice carvings to grace buffet tables. Every item used on the display and during the meal is costed. Even quantity recipes are converted by students so that the proper amounts will be prepared and there will be no waste. The fact that this kind of instruction and practice pays dividends is attested to by the fact that, over the period the AFCC has been in existence, food costs have been maintained at an average of a little over \$5 per day per student—and this includes the gala graduation event. Not to mention galloping inflation!



Two Army students, Wally Chung from the Club and Community Activities Management Directorate's European Regional Office and SSG Al Mortello from the Frankfurt Club System, W. Germany look over directions for an ice carving.

Needless to say, guests at these graduation dinners leave thoroughly impressed. One of these, Colonel Lee C. Dickson, Director of Army Club and Community Activities Directorate which monitors the Army's input to AFCC, says this: "I have received many favorable comments from Army attendees and visitors at AFCC. These comments focus on the exceptional quality of the program of instruction and the highly practical hands-on food preparation work. The students learn to prepare meals at the school that can be presented artistically, practically and cost-effectively by any club in our system. These are the kinds of things we hope will have a direct impact on the improvement of food programs in our clubs."

Representatives of the other branches of the Armed Forces agree. The Air Force, even though it was a late-comer to the program because of other training commitments in 1977, has already trained more of its personnel than the others. Prospects now are that the 8-member culinary crew of Air Force One may par-



How did he do that?



Centerpiece was an edible face.

ticipate in future programs. Plans for the future may include transporting the course to other parts of the world where the United States maintains bases having military clubs to provide recreational activities. One course has already been scheduled for Germany in late summer. Mike Judd, Administrative Officer at NSSAA, proponents of AFCC, puts it this way: "Though we have some reservations about transporting AFCC to locations outside this facility, because of the mammoth logistical details involved, we feel that we owe it to our club people to see that as many as possible are afforded the chance to participate in this worthwhile program. We'll give it a good try, analyze results, then decide on our future course of action."

NSSAA emphasizes that this is a club course, designed to fulfill the needs of military clubs and club employees. Course costs, including meals, are split among the four branches of the Armed Forces and their sponsoring agencies. An Oversight Committee, consisting of representatives from these agencies, sets and reviews budgets and makes recommendations concerning changes in the program of instruction. Blocks of instruction and time periods, menus, and other routine details are decided upon by the chef/instructor and his staff. Each attendee at AFCC receives several textbooks and cookbooks, as well as innumerable handouts, to take back to the club on completion of the course.



Edible swans amidst a back drop of busy students.

April/May 1980

<u>Table D'Or Manger</u>	
<i>Salatino of Long Island Duckling and Cock-of-the-Walk</i>	
<i>Decorated Ham and Turkey in the Hawaiian Fashion</i>	
<i>Fresh Bluepoint Oysters of the Chesapeake Bay</i>	
<i>Select Seafood Marinade</i>	
<i>Assortment of Hord'oeurs</i>	
<u>Cheese and Wine Table</u>	<u>For the Sweet</u>
<i>Assorted Ripe Cheeses En Board</i>	<i>Assortment of Tortes</i>
<i>Make Your Own Liptauer</i>	<i>Cakes and Cobblers</i>
<i>Garnishments of Fresh Fruits</i>	
<i>Breads and Pastries</i>	
<i>Wine-A-Plenty</i>	
<u>Table Carving Hôte de Hôtel</u>	
<i>Glazed Delmonico Roast Vin Rouge</i>	
<i>Stuffed Duckling Pennsylvania Style</i>	
<i>Boneless Capon Stuffed Bombay Style</i>	
<i>Assorted Spreads and Hot Breads and Rolls</i>	
<u>Wines</u>	
<i>Matous Rose, Zeller Schwarze Katz</i>	
<i>Chianti Classico Melini, Beaujolais Jadot</i>	
<i>California Champagne, Sherry and Beer</i>	

The graduation day's menu.

Any qualified individual, employed in food preparation and management at a military club, may apply for admission to AFCC through his or her installation training officer. Applications are approved by the sponsoring organization from each branch of the Armed Forces (Army, Navy, Air Force and Marines) and names of prospective attendees are forwarded to NSSAA where they receive final approval. Attendees are notified through normal club administrative channels at least 30 days in advance of attendance, giving them plenty of time for preparation of travel orders. Club systems sponsoring attendees are responsible only for travel expenses to and from the site and reduced per diem costs . . . reduced because military billeting is provided at the Naval Air Station. Other details are provided in the information packet sent to each attendee with the approval notice.

AFCC courses remaining in the FY '80 time-frame are as follows:

- 80-8—21 July-1 August (Wiesbaden, Germany)
- 80-9—11-22 August
- 80-10—8-19 September

* All AFCC courses except 80-8 will be held at the NSSAA facility, NAS, Patuxent River, MD.

Culinary Course Recipes

Slow cooked US Choice

Ribs of Beef #109

18-22#

Celery
Carrots
Onions

Salt
Pepper
Garlic

Place fat-side up in roaster. Rough chop vegetables and arrange atop and around meat. Seasoning over roast is optional. Will not penetrate fat to any great degree but will season fat drippings for natural gravy. Preheat oven to 450°F. Place pan of water in bottom of oven. Place roast on oven shelf and roast for ½ hour or until vegetables are brown. Reduce heat to 190°F and continue to roast for 5½ hours or until internal temperature of meat reaches 125-130°F (rare). Add water to pan while cooking. Makes 18-22 ounce portions. The slow cook methods increases yield 10-15 percent.

Italian Variety Platter (1 serving)

4 oz. veal turkey cutlet	2 oz. sauce milanaise
4 oz. sliced eggplant or zucchini	2 oz. mozzarella cheese
2 oz. thick sliced mushrooms	6 oz. spaghetti

Bread cutlet and deep fry to golden brown. Slice vegetable with skin on about thickness of french fries. Bread and deep fry. Saute mushrooms in butter and lemon juice. Arrange hot spaghetti on one end; fried vegetable on the other, with sauteed mushroom in center. Cover cutlet and vegetable with the marinara sauce and place slice of cheese on each cutlet and vegetable. Allow cheese to melt under broiler and sprinkle a little parmesan on top. Garnish mushrooms with chopped parsley and slice of lemon. Serve with Italian Bread. Combined ingredient cost is \$1.20. Recommended selling price is \$5.95. 20 percent cost of goods. AH

Noodles Alfredo (1 serving)

10 oz. cooked medium noodles	1 oz. parmesan cheese
4 oz. sauce supreme	1 oz. toasted bread crumbs
2 oz. sour cream	1 beaten egg
1 tbs. chopped parsley	thin sliced mushrooms (optional)

Cool supreme sauce to about 100°F and fold in sour cream and chopped parsley. Add beaten egg and carefully fold in the cooked and drained egg noodles. Pour into large shallow casserole, top with combination of cheese and bread crumbs. (Add mushrooms sauteed in butter if desired). Bake in medium oven 350°F 15-20 minutes and serve hot. Combined ingredient cost is \$.40. Recommended selling price is \$1.50. 27 percent cost of goods.

Gazpacho (blender style) (25 servings)

1 lb. peeled and chopped onion	Curry powder (optional)
1 lb. green peppers, washed	8 oz. tomato puree
1½ lb. cucumbers	4 oz. vinegar
1½ peeled tomatoes	12 oz. olive oil
2 tbs. minced garlic clove	5 eggs
2 tsp. salt	1½ cups bread crumbs
¼ tsp. cayenne pepper	1½ pt. tomato juice
1/8 tsp. thyme	ice cubes
1/8 tsp. savory	

Blend vegetables and spices in electric blender, reserving about ½ of the chopped vegetables as garnish. Add tomato puree, vinegar, olive oil and eggs and continue to blend. Add bread crumbs and pour in tomato juice slowly, continue to blend. To chill quickly, add a few ice cubes as blending continues. Mixture should be medium thick. Serve ice cold. When ready to serve, spoon a little of each vegetable, fine chopped or served on side in lazy susan. Garnish with a slotted slice of lemon. Croutons are optional. Combined ingredient cost about \$3.00. Recommended selling price \$8.55. 12 percent cost of goods.

Crepes Suzette (20-25 crepes)

Dessert batter:

4 eggs
1 cup flour
1 tb. sugar
1 cup milk
½ cup water
1 tb. melted butter

In bowl, beat eggs. Gradually add flour and sugar, alternating with milk and water. Beat until smooth (450 strokes), then beat in butter. Prepare in advance and let stand in refrigerator for several hours.

Equipment: Gueridon, rechaud, suzette pan, knife and zester.

Place 2 tsp. sugar in suzette pan and caramelize. Add zest of orange and lemon (halved) into pan. Place crepes flat in mixture and turn once. Sprinkle lightly and fold into triangle. Remove orange and lemon peel. Add Grand Marnier and flame. As flame begins to die, add cognac and serve.

4 oz. sweet butter
2 oranges
1 lemon
1 cup superfine sugar
2 oz. Grand Marnier
4 crepes
1 oz. cognac

Food price outlook

WASHINGTON—Tightening supplies of beef will mean higher prices in coming months, according to the Department of Agriculture reports. The reports also suggest that pork and turkey prices should be lower while chicken, sugar, and dairy product prices will increase. Fruit and vegetable prices are expected to remain stable, according to the Agriculture Department. Rice is under heavy buying overseas.

The United States milled (white) rice crop is now

popular—due both to shortages in the world's production and changing tastes of many foreign consumers. The price has risen more than 35% over last year.

Potatoes are in good supply, but the price of food-service dehydrated potato granules has risen more than 25% from last year. The reason is fuel. It takes a great deal of fuel to dehydrate potatoes, and the oil price hikes are now being felt by the operators in higher prices for fuel-intensive products. AH

Circle the napkins!

Ingredients surrender to culinary talent onslaught as crack cooks launch contest

FORT LEE, VA—Other installations hold war games, mock battles, and massive airborne assaults, throwing their full military might into a impressive show of force.

But here, going to the range means something different just as doughboys go into the oven and not over the top—even a collapsed soufflé can take on the traumatic proportions of a misguided hand grenade. The event was the U.S. Army Culinary Arts Competition—the place—the Fort Lee Officers' Club.

It is no ordinary Pillsbury Bake-off. The best cooks in the Army, coming from as far away as Korea and Alaska, gather to whip up awe-inspiring masterpieces which bear as much resemblance to ordinary food as a howitzer bears to a water pistol.



Two entire floors of the Fort Lee Officers' Club were covered with 281 works of food art. (Weber)

Towering four-tiered cakes covered with delicate designs as fine as spiderwebbing stood across the room from shiny red lobsters bedded on gelatin "icecubes" surrounded by decorated oysters in carefully opened shells.

Fancy breads carefully baked in the form of cowboy hats rested on the same table as a breadstick "log cabin." Pictures of leprechauns, cougars, Mickey Mouse—fine enough to hang on any wall—were painted with food coloring and cocoa.

Though some people have said the competition is a waste of the Army's money, the chance to take a break from routine and revive their pride in their jobs makes the contest valuable to the cooks. Since any Army cook can participate if he or she is good enough, the competition gives them an incentive to do better which benefits the soldiers who eat their meals.

For the past two years, the US Army Culinary Arts Team, selected from the winners of the competition here, has won the national culinary arts competition,



I hope I can hold this until the judge passes. (Weber)

competing against chefs from some of the finest hotels and restaurants in the country.

It has been said that an Army travels on its stomach. With cooks like these, we could probably reach the moon. **AH**

Adapted from "Scrumptious sights and culinary delights" by Karen E. Weber, staff writer for the Fort Lee Traveller.

Lee club people not intimidated by influx

FT LEE, VA—Club chefs weren't intimidated by the hundreds of chefs working on their pet projects in the club. Chef James Davis, a 25-year Fort Lee Officers' Club veteran, said that the competition items, while works of culinary art, are too time consuming with lengthy decoration needed for routine club cooking.

Although they received a private tour of the competition, Davis and other club employees don't have much time for touring, especially when you consider that the competition drew over 3,000 people, many of whom also took the occasion to visit the club's facilities.

WO1 Ronald Sims, a 1978 graduate of the Executive Club Management Course, is the club manager. Sims said that since a recent renovation, the club's business has increased substantially. It is not unusual to have 4-500 for brunch or 250-350 for beef and burgundy with monthly food sales above \$40,000. He attributes much of the food sales increase back to the food department which has worked hard to keep expenses down and quality up. SFC James Williams, the club's food manager, believes in controlling waste, proper storage and "making sure that the people get exactly what they ordered," thereby not having to have items returned. The club's food policy—nothing new to any good club manager—"quality and service at a reasonable price." **AH**

Food film series complete

by Bill Gregg

WASHINGTON—The congenial Mr. Army Club . . . “Mac” to his many friends. . . reports that the 7-part CCAMD film series, entitled: *The Food Management System*., has, after 2½ years, been completed and is available for in-house club training program.

“The aim of this training film series is to give club employees an overview of the **systematic** approach to food management,” says Mac. “In tracking a single menu item from conception, through development to service, I believe we have not only aptly demonstrated the inherent continuity of the food management process, but we have also initiated a **first** in the annals of foodservice industry training. To my knowledge, all previous attempts to provide audiovisual support for these training programs have been more or less segmented.”

The film series begins with the conception of a new and unusual menu item, concentrating on the development of the item and the marketing program devised for it. From here, it takes us into the research of the product market and we see how the food buyer decides on the specifications for the products that will be used on the menu. Next, we learn how lines of communication are opened up with suppliers, and how procurement systems and controls are used in the process.

The fourth segment of the film series takes us from the back door of our mythical club, where goods are received, forward through the storage areas to the point of issue to production centers. Here, we learn such things as the difference between direct and storeroom issues.

One of the more revealing segments of the film series deals with the actual production of the foods. In this film, we see the idea, as conceived by the chef, become a reality. The entire preparation process of the menu item—called *Napoleon & the Empress*—is detailed, right from pre-preparation until the order is ready to be picked up by the server. As foods pass from the raw stage to that of final preparation, we are kept wholly aware of the controls used throughout to insure both quality standards and cost objectives are met. We learn here that the keeping of accurate records, even in the kitchen, is a vital function of the food management system—one that keeps income objectives in mind at all times.

The final segment of the series shows us how quality service in the club dining room is integrated with good sales accountability controls. In this film, the dining room supervisor. . . in this case, the



Actress Jan Behmen takes instructions from Del Hostetler, Director for the CCAMD-sponsored film, *The Food Management System*.

hostess . . . takes us through the entire chain of service, meanwhile explaining how each step, from food pickup to presentation of the guest check, is controlled to make it easier for the employee and more pleasurable for the members and guests. Of particular interest is the emphasis placed on the service employee's role in making sure that these controls work, and their pride in the accomplishment of the club's objectives.

“Y’know,” Mac tells us in the concluding episode, “good food management is just **one** of the many functions of the successful club manager . . . but it's an essential one that requires special attention because not only is foodservice a major income center, but it is the thing that is most likely to be **remembered** by the guest.”

With this in mind, Mac urges each and every club manager to get hold of this film series and to see that all employees who handle food and deal directly with members view it . . . not once, but several times.

The following films are available individually or **en masse** from the CCAMD film library, in 16 mm film or 3/4" TV tapes:

Food Management System:

- Marketing, Menu Item Development & Merchandising
- Product Development & Specifications
- Food Purchasing
- Receiving, Storing & Issuing
- Food Preparation
- Food Controls
- Service & Sales Accountability

Order by title. Order through your regional office or from DAAG-CMO-M, Washington, D.C. 20314. Tel: AV 223-0990. AH

Gregg is a training specialist with the Club and Community Activities Management Directorate, TAGO.

Hotels

Strong management team keeps Naija first-rate

Well trained, dedicated staff pitch in with management to give soldiers in Korea the best for their buck.

SEOUL, S. KOREA—Word-of-mouth advertising is considered the most effective means of heralding the qualities of a hospitality establishment. If it's good, you can count on a good reputation and repeat business. If it's bad, you had better start thinking up some excuses.

The management and over 100 employees of the Naija Hotel, Armed Forces Recreation Center, don't waste time thinking up excuses. They're too busy building a solid reputation as a first-class hotel and restaurant operation dedicated to providing soldiers in Korea with the best for their bucks.

The Naija's reputation for hospitality began in the 19th Century when the site was used to supply the Yi



A selection from the Naija's menu offers a taste of the hotel's fine food. Photos by Pack, Hyon Kyu.



Kim, Chang-pil, Naija Resident Manager, welcomes a family.

Flambe at Your Table Side

STEAK DIANE..... \$ 6.90
Prepared in Butter and Herbs at Your Table,
Flambeed and Served in a Grand Manner
Suggested Wine: Red, Dry Fruity

STEAK AU POIVRE..... 6.90
Famous French Pepper Steak Sauteed with Crushed Peppercorns
Wine Tip: From Burgundy, Hearty Pommard, Rene Monnier

BEEF FONDUE BOURGUIGNONNE..... 6.50
Spear a Cube a Beef, Cook It Yourself in Boiling
Oil and Embellish It with Sauces and Garnishes
Recommended Wine: Light and Bright: Rinite Rosato-Do It the Italian Way

FLAMING SWORD BROCHETTE..... 6.80
Tender Beef, Green Peppers, Tomatoes, Onions and
Mushrooms Broiled on a Sword. Served on Rice Pilaf

Wine Tip:
Wine: Chateau St. Roche Lirac Rose;
Bouquet, Dry Rose, Marvelous Taste



Naija Favorites



ROAST BEEF PRIME RIB..... \$ 6.95
Beef Cut at Your Table with au Jus and an Array of Vegetables,
King's Served Bone-in Queen's Served Bone-out

CHICKEN CORDON BLEU..... 4.95
Fresh Tender Young Breast of Chicken Stuffed with Ham and Swiss Cheese,
Breaded, Sauteed and Served with Hollandaise Sauce and Sweet Peas
Suggested Wine: White, Pure and Natural

ESCALOPE DE VEAU A LA DAUPHINE..... 6.50
Veal Steak Stuffed with Ham, Mushrooms, Swiss Cheese and Tomato,
Breaded and Sauteed (Wonderful Treat for Veal Lovers)

HEN PALERMITANNA..... 5.25
Breast of Rock Cornish Game with Sliced Tomato,
Parmesan Cheese, Mushroom and Shallots

BRAISED OXTAILS..... 4.75
Braised with Celery, Carrots and Mushrooms and Simmered in a
Red Wine Sauce

JAMBON A LA POLYNESIA..... 5.90
Thick Prime Pork Loin, Stuffed with Cheese and Ham, Served
with Mushroom Sauce. "Oink! Oink! Come and Get Me"

We Suggest A Rhine Wine From Germany: Pieporter Michelsberg, White and Lively

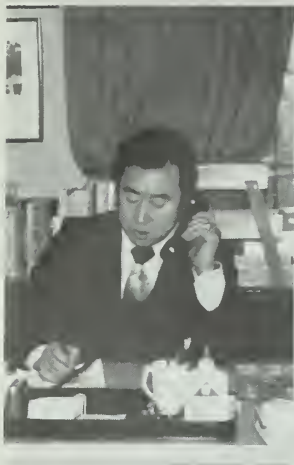
Dining at the Naija's highly-rated Gourmet Dining Room. Employees are trained in American and French style etiquette.

Dynasty with rice, wheat flour, soy sauce and rice wine. The hotel was originally built on this site during the 1910-1945 Japanese occupation of Korea as an apartment house for a Japanese firm's employees.

95 percent of the hotel's accommodations are booked constantly by guests with enlisted persons receiving first priority for rooms.

The rooms are spacious and fully furnished beginning at \$11.00 a day for a single to \$30.00 for a three-bedroom with living room.

"Employees are hand-picked and undergo rigorous training two to three times a week in American and French style serving etiquette and courtesy," according to Jim Salerno, General Manager. "These classes help our Korean waiters, waitresses and entire staff stay attuned to the serving practices Americans expect at any luxury hotel. We consider our staff to be among the best of any military operated club or hotel in the Pacific area."



General Manager Jim Salerno (right), and Korean Manager Mr. Insik Kim. Not shown is SSG Gene Holmes, Assistant General Manager.

Total sales for the Naija have consistently increased with the largest sales jumps occurring in Fiscal Year 1979 when sales increased nearly \$150,000 to \$1.48 million. Net income for the year was \$73,000, 4.9 percent of sales.

One of the best Naija features is the food and beverage operation. Breakfast and lunch are first class with the best saved for dinners where reasonably priced French, Italian and American entrees grace an elaborate menu. Guests choose from an array of salads, appetizers and five varieties of soup including Parisian oxtail, onion au gratin, and seafood soup. For entrees, there is everything from scallops, to trout, ravioli to Italian style chicken, steak Diane to braised oxtails, rounded off with baked Alaska flambe or a choice of other delectable pastries, further capped with Amaretto parfait or cafe Capucino. Salerno describes his Gourmet Dining Room as having one of the best selections of elegant foods and wines in the Pacific. "Our executive chef, Mr. Ho



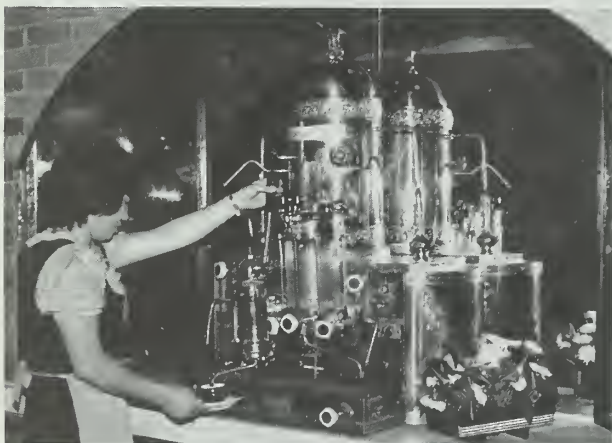
Naija guest room.

Kyong-haw, is internationally renowned, has received many culinary awards and is certified by the Republic of Korea Government," Salerno says proudly.

The hotel is located in downtown Seoul, near some of the city's best attractions, a taxi ride from



Service is traditionally superb in the Naija's Twin Bladed Room.



Waitress draws Cappuccino in Naija Dining Room.



The Naija dining room..



Naija lobby.

Carroll Award Winner

Making things happen

FT SAM HOUSTON, TX—The Officers' Club here has received tighter management and better results because of efforts by **CW3 Ronald J. Given**, club manager and co-winner in the warrant officer category of the James A. Carroll, Jr. Award for Excellence in Army Club Management.

Given, a graduate of the Executive Club Management Course, has worked at this club to consistently operate profitably without the benefit of package beverage store net income distribution, improve internal controls, run an outstanding employee training program and achieve cost reductions while improving food service and entertainment at his club.

"I don't know what we'd do without him," said LTC David Winkler, installation club manager. "Fort Sam is very fortunate to have Ron Given, he added.

Given, who oversees some 100-150 private parties per month, works 60-70 hours per week meeting his objectives of delivering "hot food hot, cold food cold, good service, a neat, clean table, and a smile."

He credits hard-working employees with success in keeping food and bar costs under control, improving sales accountability, cash controls and other controls, thereby getting favorable comments from inspectors general and auditors. Under his direction, losing operations have been closed and he has turned the club's swimming pool into a profitable operation.

Net income in the 2,800-member club reached \$81,143 in Fiscal Year 1979, 8 percent of \$1.01 million in sales and Given is using the money to purchase new club furnishings while he liquidated a \$600,000 Army Club Fund loan for a past club renovation.

Not one to remain seated at a desk for very long, Given can be found wherever his staff is working,

Korean historic places and a short bus ride to the Myong Dong, the hub of Korea's entertainment and fashion scene. Notwithstanding it's prime location, the hotel is a self-contained entertainment facility. Along with outstanding food and beverage operations and first-class accommodations, the Naija has a mini-shopping center that includes an arcade featuring Korean-made wares, PX, gift wrapping service, airline ticket office, barber shop, art shop, tailor shop, and laundry service. Room service is available for those who don't feel like using the open-till-midnight snack bar. Another popular Naija night time attraction is the cocktail lounge featuring nightly entertainment. **AH**

Portions of this article were excerpted from "Naija offers home comforts" by Chuck Farrell, Editor, Yongsan Profile.



Club chef Bill Martin puts out dessert for lunch cafeteria line at the Fort Sam Houston Officers' Club as manager **CW# Ron Given** takes last look before lunch hour begins.

conferring with employees on arranging for upcoming functions.

The Carroll Award has special meaning for Given. "James Carroll was one of my instructors at the club management school at Fort Lee, Va., said Given. "I learned a lot about this business from him." Carroll was an expert in ice carving and Given has also mastered the art, doing intricate carvings for special occasions. **AH**

Club system applauds film effort

WASHINGTON—Del Hostetler, Director of the Army club Food Management Film series, accepted an award on behalf of the U.S. Army Audiovisual Center during a recent ceremony. The Center was cited for excellence of technical and professional services in producing the film, *The Food Management System* (see page 28). Hostetler and Associate, Dale Grunden, received individual recognition. **AH**

Procurement

Quality Meat objective of DA program

33 installations involved

WASHINGTON—A program to improve the quality of beef, veal, lamb and pork products being sought by Army clubs is currently being implemented at 41 east coast Army installations according to officials at the Club and Community Activities Management Directorate, TAGO.

Dubbed "Project Meat" the program resulted from a "meat evaluation and analysis test (MEAT)" which was conducted in 1977. The evaluation found that procurement people were not always buying at the lowest price, and paying little attention to quality. Inspectors also noted lack of uniformity, little standardization, clubs paying for veal but receiving less expensive calf, paying for end cuts and getting center cuts, high fat content, and no specifications as to yield grade and quality grade, said **John Conlan**, CCAMD meat project officer.

Conlan said that cost savings may result from the program but the main objective is to improve meat quality. "All prices are competitive," he said.

Under the program, begun on Feb. 8, 1980, CCAMD negotiates prices with major meat packers and purveyors each Friday. Negotiated prices are then sent to company owned distribution centers, according to Conlan. Prices are then dispatched to participating installation club systems by telephone,

message and mail, he said. "At the present time, all three methods for getting prices out to the installations are in effect." A questionnaire will be distributed to installations to determine which way of disseminating the centrally negotiated meat prices works best, he added.

The centrally negotiated price isn't necessarily the final price since freight rates vary depending upon the location of the distributor in relation to the mid-west meat companies, Conlan said. Two of the major packers are providing different prices for the northeast and southeast. Local prices may also differ since certain products may be overstocked by the local distributor and prices may be dropped further to keep inventory moving, he said. In most areas, there are two to five meat companies from which a club may buy.

Negotiated prices are based on choice, yield grades, weight tolerance, fat tolerance, thickness tolerance, and package and refrigeration.

The program will be evaluated and, if successful, will be expanded to installations in other parts of the country, Conlan said.

Conlan said that club managers may contact him at AV223-1100 for meat prices, information on the program, or for general information on how to upgrade their club's meat buying program. AH

Correspondence course cost up

WASHINGTON—The American Hotel and Motel Association has increased the price of the Food and Beverage Management Services course by instituting a registration fee of \$10.00. Each subcourse costs \$51.50 and the registration fee must accompany the initial request for enrollment. Further information may be obtained from the Club and Community Activities Management Directorate, TAGO. AH

Candlelight extravaganza

FT MONROE, VA—For \$7.95, Fort Monroe Officers' Club members feast on an extensive Saturday night club offering including roast beef, ham, turkey, potatoes au gratin, French green beans, scalloped corn, deviled eggs, seafood Newburg, rice Pilaf, Swedish meatballs, marinated mushrooms, tomatoes, onions, fruit, potato salad, cole slaw, bean salad, soup, rolls, relishes, and desserts. Kids eat for \$3.50. AH

ARMY HOST

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